

# Annual Report FY 2016

## Rural Value Chains Project



Corresponding to  
October 2015- September 2016

Cooperative Agreement  
No. AID - 520-A-12-00003



**USAID**  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TONINICAPÁN Y QUETZALTENANGO



**Save the Children**

**Presented by:**

Guatemalan Exporters Association (AGEXPORT)  
Development Division  
Rural Value Chains Project  
15 Avenida 14-72, zona 13.  
Guatemala City, Guatemala, Central América  
Telephones: (502) 2422-3400. Fax: (502) 2422-3434

**DISCLAIMER**

The expressed opinions from the author in this publication do not necessarily reflect the opinions of the United States Agency for International Development or of the United States.

## General Data

<b>Executor</b>	Rural Value Chains Project Consortium
<b>Consortium Representative</b>	Guatemalan Exporters Association (AGEXPORT). <a href="http://www.export.com.gt">www.export.com.gt</a> / <a href="http://www.encadenamientosempresariales.com">www.encadenamientosempresariales.com</a>
<b>Project name</b>	Rural Value Chains
<b>Cooperation Agreement</b>	AID 520-A-12-000003
<b>Sub Grantees</b>	Save the Children. <a href="http://www.savethechildren.org">www.savethechildren.org</a>
<b>Sub Contracts</b>	Vital Voices Guatemala <a href="http://www.vitalvoicesguatemala.org">www.vitalvoicesguatemala.org</a> Sotz'il <a href="http://www.sotzil.org">www.sotzil.org</a> IICA <a href="http://www.iica.int/esp/regiones/central/guatemala/">www.iica.int/esp/regiones/central/guatemala/</a> AGEXPORT Laboratories Commission <a href="http://www.glabs.com">www.glabs.com</a> AGEXPORT Differentiated Coffee Commission AGEXPORT Crafts Commission <a href="http://www.handmadeinguatemala.com">www.handmadeinguatemala.com</a> Foreign Trade School
<b>Strategic Alliances</b>	Associations, Cooperatives, Service Providers, Brokers, Public and Private Organizations and Institutions, International Cooperation, Financial Institutions, SESAN, MAGA, and others.
<b>Period of the RVCP</b>	May 29, 2012 - May 22, 2017
<b>Geographic Area</b>	12 municipalities in the Departments of Quiché, Totonicapán and Quetzaltenango.
<b>Prioritized Sectors</b>	Horticulture, Coffee and Crafts
<b>Total budget</b>	US\$ 20,000,000
<b>Project General Objective</b>	Expand the participation of rural families in the selected value chains to increase their income.
<b>Document Name</b>	Annual Report for October 2015 to September 2016

## Acronyms

AGEXPORT	Guatemalan Exporters Association
AGREQUIMA	Guild of Agricultural Chemical Association
BPA's	Good Agricultural Practices
EE	Business Chains
IICA	Interamerican Institute for Development Cooperation
MAGA	Ministry of Agriculture
MSMEs	Micro, small and medium-sized enterprises
M & E	Monitoring and Evaluation
ORCAFI	Coffee Network organizations at Ixil
PEE	Chain Business Program
ADINA	New Alliance Development Association
SMEs	Small and Medium-sized Enterprises
SAN	Food and Nutritional Security
SESAN	Food and Nutritional Security Secretariat
USAID	United States Agency for International Development
VVG	Vital Voices Guatemala



## Index

I.	Introduction.....	7
II.	Objectives and scopes of the project .....	9
III.	Accumulated results of the RVCP 2012-2016.....	10
	Employments.....	11
	Producers trained and technically assisted to improve SAN .....	11
	Public, private institutional alliances and international cooperation .....	12
IV.	Results Fiscal Period 2,015-2,016.....	13
	COMPONENT 1: Improve competitiveness of value chains.....	13
	COMPONENT 2. Expand participation in rural value chains.....	18
	COMPONENT 3. Improve agricultural productivity.....	24
	COMPONENT 5: Increase crops productivity for home consumption and improve food usage .....	29
	COMPONENT 6: Improve the competitiveness of Craft value chains .....	34
	Promotion of Gender Equity .....	47
	Result 1: Increase in the strengthening of women .....	47
	Result 2. Increase in the citizen participation of women.....	48
	Result 3. Increase income of women .....	49
	Result 4: Increase in the participation of women within SMEs.....	51
	Rural Financial Services .....	52
	Sociedad Civil Rabinal Vargas .....	52
	ADIBA .....	53
	AGROSIXIL .....	53
	APROCAFI .....	53
	Cross-cutting theme: Cultural Identity (Sotzil) .....	53
	Cross-cutting theme: Knowledge Management (IICA) .....	56
a)	Monitoring and Evaluation.....	58
b)	Comunicacion .....	60
c)	Ejecución Total de octubre 2015 a septiembre 2016.....	61

## Charts Index

Chart No.1: <i>MSMEs with business development services and accumulated technical assistance in each of the RVCP components</i> .....	10
Chart No.2: <i>Benefited ouseholds with business development services and accumulated technical assistance in each of the RVCP components</i> .....	10
Chart No.3: <i>Goals and accumulated sales scope in each of the RVCP components</i> .....	11
Chart No.4: <i>Accumulated goals and scopes of employments by component of RVCP</i> .....	12
Chart No.5: <i>Alliances made by the RVCP</i> .....	12
Chart No.6: <i>Distribution of MSMEs by department, component 1 RVCP</i> .....	13
Chart No.7: <i>Total wages and employments generated FY-Oct 2015-Sept 2016, Component 1</i> .....	17
Chart No.8: <i>Analysis of the Profit Margin per hectare for Chains of Vegetables and Coffee Component 1</i>	18
Chart No.9: <i>Distribution of MSMEs by Department, component 2 RVCP</i> .....	19
Chart No.10: <i>Total trained during FY-Oct 2015-Sept 2016, Component 2.</i> .....	20
Chart No.11: <i>Total of wages and employments generated FY-Oct 2015-Sept 2016 Component 2..</i>	21
Chart No.12: <i>Total producers and area with technologies FY-Oct 2015-Sept 2016, Component 2..</i>	22
Chart No.13: <i>Volume of quintals produced FY-Oct 2015-Sept 2016, Component 2</i> .....	23
Chart No.14: <i>Sales in US\$ generated in the period FY-Oct 2015-Sept 2016, Component 2</i> .....	23
Chart No.15: <i>Estimation of the profit margin, period FY-Oct 2015-Sept 2016, Component 2</i> .....	24
Chart No.16: <i>Marketing channels of artisanal MSMEs</i> .....	34
Chart No.17: <i>Training to MSMEs component 6</i> .....	37

# ANNUAL REPORT FROM OCTOBER 2015 TO SEPTEMBER 2016

## RURAL VALUE CHAINS PROJECT

### I. Introduction

This document constitutes the annual report FY 2015 - 2016, corresponding to the execution of the Rural Value Chains Project (RVCP), executed by the consortium led by AGEXPORT, with the financial support of USAID. This document presents the actions and results obtained in the period. However, after four years of project execution, this report also shows the cumulative scope of indicators proposed for the project, which began at the end of 2013 and is scheduled to be completed in May 2017.

During this period, business development services and productive technical assistance have been provided to a total of 18,004 families, organized in 170 MSMEs<sup>1</sup>, of which 104 are dedicated to the production of vegetables, 9 to coffee production, 22 to cardamom production, 7 to deciduous fruit trees production and 30 organizations are dedicated to crafts production.

The sales established for the project have been exceeded by 19%, from a goal of US \$ 24,634,254 to US \$ 29,375,203. During the period FY2015-2016, sales were achieved for US \$ 15,833,284, of which US \$ 7,099,069 corresponds to vegetables, US \$ 3,466,045 to coffee, and US \$ 2,700,333 to cardamom, US \$ 1,369,889 to deciduous fruit and US \$ 1,197,948 to handicraft products. Achieving this level of sales has meant generating 2,390,700 wages or working days, equivalent to 9,195 employments, exceeding these goals by 69%, according to schedule. This year, 1,224,046 wages were generated in agricultural activities, equivalent to 4,708 employments.

During the period, AGEXPORT has maintained strategic alliances within the framework of the WHIP, from that account to contribute to the improvement of Food and Nutritional Security (SAN) joint actions have been carried out with MASFRIJOL, NUTRISALUD, BUENA MILPA and CLUSA, training more than 13 thousand families in different subjects of nutritional food security.

Actions have been coordinated with AGREQUIMA, through which it has been possible to collect empty containers in the communities of influence of the business chains that are supported by the RVCP, in addition to coordinating the training of the technicians of the RVCP in integrated management of Pests and diseases with USDA.

It has participated in public policy advocacy spaces, achieving to establish a roadmap on SAN issues for the MAGA / SESAN coordination within the new government, as well as public policy advocacy for the MAGA irrigation program, in order to make it operational better.

During the current year, 5 biofactories were installed in the cardamom chain for the production of bioferments for the nutrition of the cardamom crop. In addition, 8 cardamom dryers were installed,

---

<sup>1</sup> In this report, the definitions of MSMEs, chaining or organization are used interchangeably to refer to the groups of organized producers that are served in the project.

which will benefit more than 900 producers in the Reyna Zone, who through this infrastructure will be able to transform their product and increase their income.

The participation of 275 women in decision-making spaces has been strengthened within organizations and in community spaces. In addition, the study was conducted: **"Achievements, challenges and opportunities for women participating in rural value chains for their economic empowerment,"** which will be presented and discussed at a forum panel in November 2016. This study shows the scope to which the project's intervention, through Vital Voices Guatemala (VVG) and AGEXPORT, has had, in addition to the threats and challenges that still have in this topic, which are basically defined by the prevailing cultural themes, among which stands out a rooted culture of machismo.

The aforementioned above study was carried out by IICA, under the agreement for the Management of Knowledge signed with AGEXPORT. In this same context, the study **"The promotion of associative entrepreneurship as a strategy for the expansion of agricultural value chains in the rural area"** was also carried out, which systematizes the actions carried out by the project, mainly through Component 2, Which has promoted the increase of the capacities of incipient groups of producers, to a level of greater business management that allows them to develop formal businesses inserted in Component 2, highlighting the factors of success that have allowed it.

During this year the RVCP Monitoring and Evaluation System has been strengthened, migrating to an online electronic platform that will be updated in real time from the field. The information collected will be processed by a geographic information system (ARCGIS), for which the capture equipment (cell phones and DPI readers) and the necessary applications to this end are available.



## II. Objectives and Scopes of the Project

### General Objective of the Project.

*Increase the sustainable economic growth powered by markets access through value chains in rural zones as a mean to reduce sustainably rural poverty and malnutrition, reaching the global objective of the “Feed the Future” (FTF) initiative of the United States Government which is “to sustainably reduce worldwide poverty and hunger”.*

### Strategic Objectives:

1. Improve the competitiveness and productivity of value chains by increasing family participation.
2. Improve household productivity to increase incomes and food availability.

### Specific objectives:

The specific objectives are directly related to the implementation components of the Project and as a whole include the following:

1. Improve competitiveness and extend the capabilities in associative selected MSMEs through specialized technical assistance to increase the capacity and market access.
2. Expand the coffee and horticultural production and sales model in favor of poor rural households.
3. Improve agricultural productivity through the access to new technologies for innovation, mitigation and adaption to climate change, good agricultural practices, and certifications demanded by the market to improve the competitiveness of MSMEs associations.
4. Develop a project to expand horticultural crops production and commercialization with direct participation of 4 *Pinos* in alliance with the Cooperatives Federation of Quiche, for this products commercialization.
5. Increase crops productivity in rural households for domestic consumption and improve its usage.
6. Strengthen women participation in craft value chains and increase productivity and competitiveness of MSMEs that produce crafts.

### III. Accumulated results of the RVCP 2012-2016

This section presents the main results accumulated by the RVCP during the four years of execution, at the moment there are important achievements in the accomplishment of the initial expected results in the main indicators of the project.

#### **MSMEs and households with technical assistance and business development services**

The project was raised to provide business development services and technical assistance to 140 MSMEs, to date it cares 173 MSMEs, exceeding the goal by 24%.

*Chart No.1: MSMEs with business development services and accumulated technical assistance in each of the RVCP components*

INDICATOR	RVCP Global Goal (2012-2017)	Accumulated advance to September 2016	
# Chains/MSMEs	140	173	124%
Component 1-AGEXPORT	60	60	
Component 2-SAVE THE CHILDREN	50	82	
Component 6-COMART AGEXPORT	30	31	

Of the total number of MSMEs supported to date, 32 are located in Quetzaltenango (18%), 131 in Quiché (76%) and 10 in Totonicapán (6%).

The overall goal of households to benefit has been exceeded by 3%. Of the goal of 17,500 households served to date, a total of 18,004 households are accumulated, of which 6,006 are women (33%).

*Chart No.2: Benefited ouseholds with business development services and accumulated technical assistance in each of the RVCP components*

INDICATOR	RVCP Global Goal (2012-2017)	Accumulated advance to September 2016	
# Producers who have received Business Development Services and Technical Assistance (Households)	17,500	18,004	103%
Component 1-AGEXPORT	7,430	7,624	
Component 2-SAVE THE CHILDREN	7,820	8,120	
Component 6-COMART AGEXPORT	2,250	2,260	

The producers of the MSMEs have increased the productivity of their vegetable crops by 40% accumulated and coffee by 600%, which is reflected in the increase of sales, reaching US \$ 29,375,203 and the capacity to generate world-class exportable supply by family agriculture.

Chart No.3: Goals and accumulated sales scope in each of the RVCP components

INDICATOR	RVCP Global Goal (2012-2017)	Accumulated advance to September 2016	
<b>Sales US\$</b>	<b>\$24,634,254</b>	<b>\$29,375,204</b>	<b>119%</b>
Component 1-AGEXPORT	\$ 19,613,784	\$ 21,408,289	
Component 2-SAVE THE CHILDREN	\$ 3,520,470	\$ 6,460,089	
Component 6-COMART AGEXPORT	\$ 1,500,000	\$ 1,506,826	

RVCP has exceeded its overall sales goal by 19%, which has been generated through the activities of the agricultural and artisanal sector and is the result of constant technical support and strategic productive investments that have been made and have contributed to improve productivity and income of the Western Highlands producers' families.

### Employments

The established goal for the RVCP in terms of employments is 5,424 to date; the goal has been exceeded by 70% more.

Chart No.4: Accumulated goals and scopes of employments by component of RVCP

INDICATOR	RVCP Global Goal (2012-2017)	Accumulated advance to September 2016	
<b>Employments</b>	<b>5,424</b>	<b>9,195</b>	<b>170%</b>
Component 1-AGEXPORT	2,555	5,330	
Component 2-SAVE THE CHILDREN	619	1,605	
Component 6-COMART AGEXPORT	2,250	2,260	

The employments generated by the project in a accumulated way amount to 9,195, equivalent to 2,390,700 wages, which have been produced through the agricultural and artisanal activities of the MSMEs supported by the project.

### Increase in profit margins in vegetable and coffee chains

The RVCP increased the profit margins for the vegetable chain by 40%, exceeding the proposed goal of 10%. When comparing the year 2016 to the year 2013, period in which the project started, the accumulated increase in the profit margin is US\$ 1,104.

In the coffee chain, the project began its operations from year 2,013, which presented negative profit margins. For the year 2,016 as a result of the intensive technical assistance and the acceptance that the producers had to apply the recommended techniques, the crop improvement and recovery of the rust incidence was achieved, increasing the profit margin in more than 600%.

### Producers trained and technically assisted to improve SAN

The project has technically assisted in SAN issues to 13,874 families, exceeding by 12% the established goal. In addition, 3,000 diversified family gardens have been implemented, of which

1500 have drip irrigation, and 1,000 stoves and 1,000 water purifying filters have been delivered to the same number of families with the highest vulnerability indexes, which are in 1,000 days window.

In alliance with MASFRIJOL / MSU, 12.400 families have been provided with improved bean seed.

## Public, private institutional alliances and international cooperation

The project has established strategic alliances with different public, private, academic, and other USAID projects and at different levels that have allowed increasing interventions and raising the impact so that beneficiary families have access to better products and services that effectively favor the Conditions for an improvement in their quality of life.

To accomplish the increase of income and improvement of the employments it has been established alliances with:

Chart No.5: *Alliances made by the RVCP*

Topic	Institution Name
Increase of income and employments	173 Producers' organizations that associate families supported by RVCP Agroexport Companies Farmer to Farmer project Vista Volcanes company Popoyán company / Future MIP Ministry of Agriculture, Livestock and Food-MAGA / DEFRUTA Municipalities (Concepción Chiquirichapa, Uspantán and Cunén)
Food Safety Nutrition	National Cooperative Business Association (NCBA / CLUSA) Michigan State University (MSU / MAS FRIJOL) International Maize and Wheat Improvement Center (CIMMYT / BUENA MILPA) NUTRISALUD FANTA PAISANO
Crafts	Ministry of social development -MIDES University Rafael Landívar
Environment	Project: Guatemalan Climate, Nature and Communities (CNCG/Rainforest Alliance). Low Emission Development Project (LEDS) Guild of Agricultural Chemical Association (AGREQUIMA)

See Annex 1. WHIP Alliances

#### IV. Results of Fiscal Period 2,015-2,016

##### COMPONENT 1: Improve the competitiveness of value chains

<b>Leader of C1:</b>	<b>AGEXPORT</b>
<b>Strategic Objective:</b> Improve the competitiveness and expand the capabilities of rural associatives MSMEs through the specialized technical assistance that increases its productive capabilities and its market access management.	

**Result 1:** Increase in the availability and use of technical assistance and Business Development Services for associative PYMES throughout the value chain.

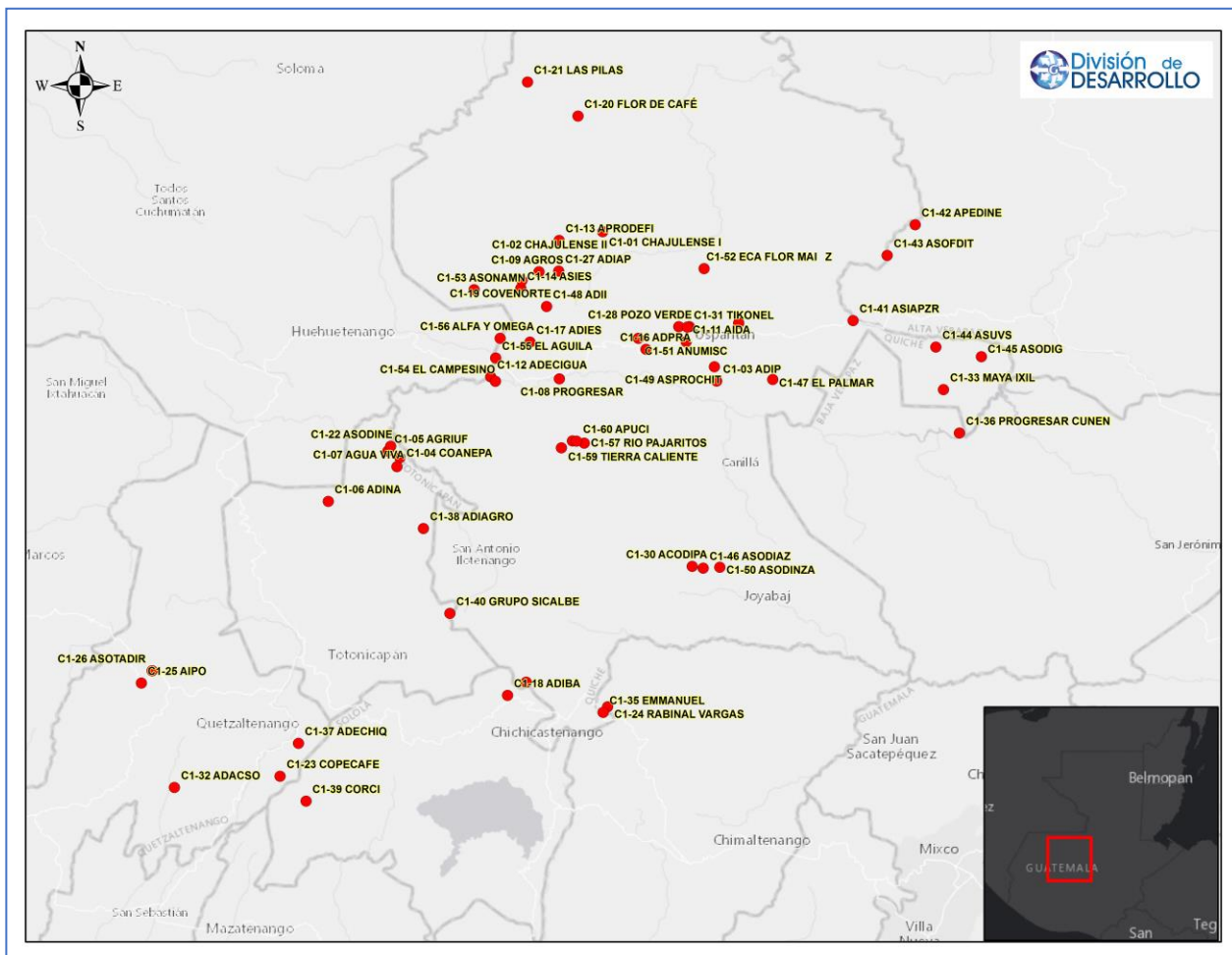
**Global Goal 1.1:** 60 associative MSMEs (45 of horticulture and 15 of coffee) with access to technical assistance and Business Development Services.

**Goal advances:** 60 associative MSMEs have accessed to productive technical assistance services and actions for business strengthening.

Of the 60 MSMEs of the component a total of 45 are dedicated to the production of varied vegetables (French peas, beans, onion, and potato); 9 MSMEs produce organic coffee; 5 MSMEs are growing and commercializing cardamom and 1 MSME is a producer of Deciduous Fruit trees.

Chart No.6: *Distribution of MSMEs by department, component 1 RVCP*

Chains	Quiche	Totonicapán	Quetzaltenango	TOTAL
Vegetables	34	7	4	45
Coffee	8	-	1	9
Cardamom	5	-	-	5
Fruits	1	-	-	1
Total	48	7	5	60



Among the main results achieved this year we can highlight the following:

- The project provided productive technical assistance to 100% of associative MSMEs, noting that through these activities productivity has improved in crops such as coffee that was seriously affected during the year 2013 and 2014. In turn, it has been improved the yield of export crops such as French peas and beans, reaching a 24% increase in productivity during the year.
- Through the field team, responsible for providing the technical services, 7,870 producers of the 60 MSMEs have received productive assistance and have been trained in crop management, implementation of good agricultural practices, integrated pest management, soil conservation among other agronomic topics.
- The 60 MSMEs have strengthened their business activities, implementing accounting records that help them to establish a better mechanism for controlling the production and marketing of products.



**Global Goal 1.2:** 6,930 rural households benefitted from technical assistance and business development

**Goal advances:** 7,870 producers of the 60 served MSMEs have received productive technical assistance and business assistance. Among the main achievements to be highlighted during the course of the year, the followings are mentioned:

- 7,870 producers have improved their knowledge and ability to implement irrigation technologies, good agricultural practices, Integrated Pest Management (IPM), soil conservation and agronomic management of vegetables and coffee.
- Three MSMEs onion producers have improved the post-harvest management process, establishment of pylons and usage of new varieties, which estimates to increase production by 35%.
- 2000 hectares of coffee have been implemented with the practice of shade and tissue management, allowing the producers to recognize that through this work will reduce rust disease in the plantations.
- 9 MSMEs producers of organic coffee benefited by the project have succeeded in increasing global coffee production and marketing by 93%, compared to the last two years, where 60% of the plantations were affected by rust.
- 45 vegetables MSMEs producers have increased during the year, 24% their productivity.



**Result 2:** Result 2: Increased availability of agricultural production supplies, technology and services by associative SMEs

**Global Goal 2.1:** 60 associative MSMEs (45 of horticulture and 15 of coffee) with increase in the availability of agricultural production inputs, technology and services.

**Goal advances:** 60 MSMEs have increased the productivity of their vegetable and coffee crops, through the access of agricultural production inputs, technology and services.

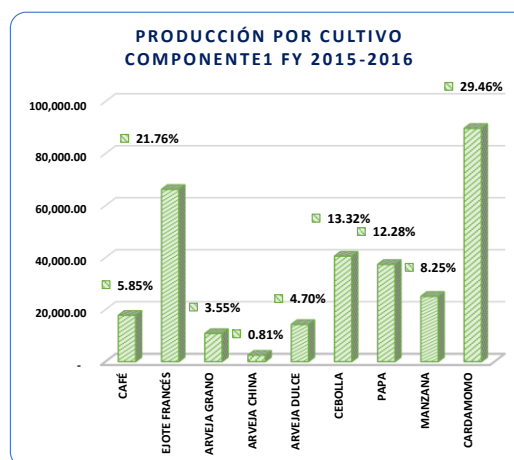
**Good Agricultural Practices:** Good agricultural practices were implemented with 15 MSMEs and 45 MSMEs were accompanied to promote their access to training and supplies such as: labeling, collection cages for pesticide containers, latrines, mesh to fence demonstration parcels, fumigation pumps, protective suits among other inputs.



**Result 3:** Generated value and volume of sales of horticultural and coffee products by associative SMEs.

**Global Goal 3.1:** 351,710 quintals of horticulture and coffee.

**Goal Advances:** 306,467 quintals were produced by the 60 MSMEs that are served in the C1, of which 288,655 quintals are of varied vegetables (beans, peas, potatoes, onions, fruit trees and cardamom) produced by 51 MSMEs and 17,813 quintals of coffee have been produced by 9 MSMEs.



With regard to coffee, it should be noted that this year a significant recovery of crop production was achieved, reaching to market a total volume of 17,813 quintals throughout the harvest. The 9 MSMEs involved in the project had a recovery of production, and increased 93% of quintals commercialized in relation to the previous year.

**Global Goal 3.2:** Sales generated by US \$ 18,113,784 in cumulative horticulture and coffee during the project.

**Goal Advances:** Sales were generated in the amount of US \$ 10,740,942 of which US \$ 5,189,117 correspond to the marketing of vegetables, US \$ 3,466,045 in coffee sales, US \$ 1,638,093 in cardamom and US \$ 447,688 in deciduous fruit. (See Annex 2)

During this year, the productive processes of the MSMEs were not affected by climatic phenomena due to the fact that it has provided permanent technical assistance, favoring an increase in the production and products marketing, coupled with a stable market and in cases such as onion, potato and coffee prices obtained during the year were above those obtained in previous years.

The improvement that the component's 60 MSMEs presented in terms of production and sales volumes reached during the year, translates into an important contribution to improve the income and food health of more than 7,000 households that have been served by the RVCP through the AGEXPORT team.

**Result 4:** Employment generated for poor rural households

**Global Goal 4.1:** 2,055 employments generated representing 534,219 wages.

**Goal Advances:** 2,776 employments were generated, equivalent to 721,807 wages used in the different phases of the production process of vegetables, coffee, cardamom and fruit trees.

At the request of USAID, the employment estimate included in this report was based on the **"Case Study for the Estimation of Employment Generated by the Productive Economic Activities of the CVR Projects of ANACAFE and AGEXPORT"**, carried out by the Monitoring and Evaluation Program (MEP) executed by DevTech Systems Inc..

Chart No.7: *Total wages and employments generated FY-Oct 2015-Sept 2016, Component 1*

Crop	No. MSMEs	Total wages per Productive Phase			Total Employments FY-15-16
		Pre-Harvest	Harvest	Post-Harvest	
Coffee	9	194,585.92	111,330.25	22,266.05	1,262
Vegetables	42	147,430.82	116,790.96	25,316.31	1,114
Cardamom	5	46,596	27,957	18,638	358
Fruit trees	1	5,448	3,269	2,179	42
<b>Total</b>	<b>57</b>	<b>394,061</b>	<b>259,347</b>	<b>68,399</b>	<b>2,776</b>

Of the total number of employments generated, it was estimated that 555 (20%) of them were made through the incorporation of the labor of women at different phases of the productive process. With the employments generated in this year, the component 1 has exceeded the goal in 159% (3,275 employments).



**Result 5:** Gross profit obtained per product, on vegetables and coffee

**Global Goal 5.1:** 10% of gross profit per product, on vegetables and coffee

**Goal Avances:** For vegetables, during the current year, the profit margin was US\$ 3,849.60 per hectare planted, equivalent to a 29% increment in the profit margin, surpassing the proposed 10% goal. For coffee, the margin obtained was US \$ 2,254, equivalent to an increase of 500%.

Chart No.8: *Analysis of the Profit Margin per hectare for Chains of Vegetables and Coffee*  
Component 1

No.	Variables	Profit Margin per chain per hectare	
		Coffee	Vegetables
	Profit Margin in Q per Ha.	Q17,361	Q29,642
	Profit Margin in US\$ per Ha.	\$2,254.68	\$3,849.60

## COMPONENT 2. Expand participation in rural value chains

<b>Leader of C2:</b>	<b>Save the Children</b>
<b>Strategic objective:</b> Expand horticultural and coffee production, as well as, sales model in favor of poor rural households.	

**Result 1:** Expansion of the participation of rural households including women in rural associative SMEs.

**Global Goal 1.1:** 33,910 poor rural households participated directly in the productivity activity of rural associative MSMEs (70% men and 30% women).

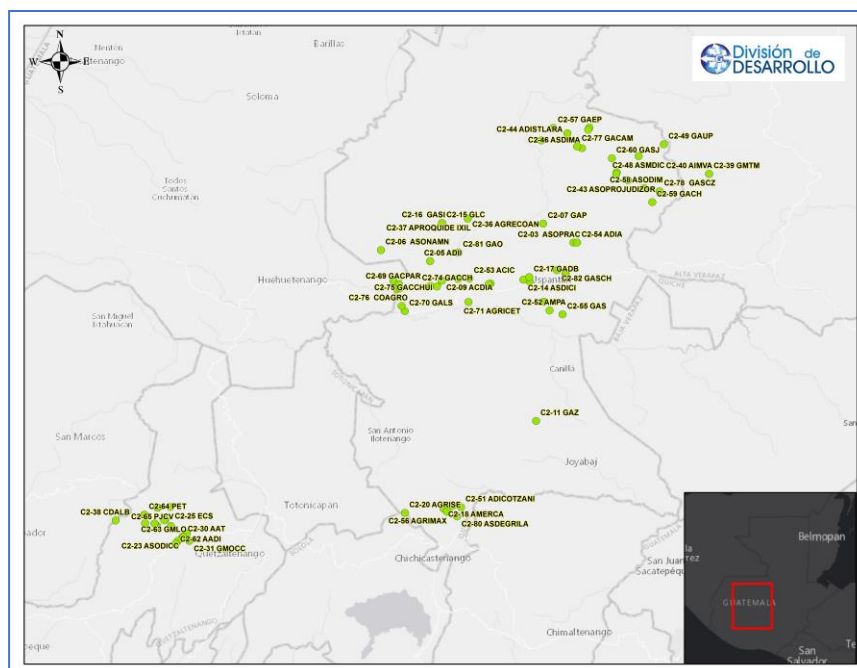
**Avances de la meta:** 1,130 poor rural households were involved to participate directly in the project activities, achieving 59% corresponding to the participation of women. These households have intervened directly in the different activities of training, production and replication of the activities promoted by the project, making decisions about the use and management of their productive areas and their income.



In Quiché, technical assistance has been provided and the production of 35 MSMEs producing vegetables, 18 of cardamom and 6 of fruit trees has been improved. In Quetzaltenango technical assistance is provided to 23 MSMEs dedicated to potato production.

Chart No.9: Distribution of MSMEs by Department, component 2 RVCP

Chains	Quiche	Totonicapán	Quetzaltenango	TOTAL
Vegetables	35	-	23	58
Cardamom	18	-	-	18
Fruits	6	-	-	6
<b>Total</b>	<b>59</b>	<b>0</b>	<b>23</b>	<b>82</b>



During the current year Save the Children finalized agreements with 19 MSMEs and carried out the transfer of 10 MSMEs to AGEXPORT which are being served in component 1. So that it currently benefits a total of 53 MSMEs involving 2,717 households (1,373 men and 1,344 women).

Among the main achievements to be highlighted during the course of the year, the following are mentioned:

- 53 organizations were strengthened in productive and commercial issues by improving their participation in the chains.
- Technical assistance and training services were provided to 2,717 households.
- Good agricultural practices and technological innovation were implemented in 53 MSMEs.

**Global Goal 1.2:** 7,820 poor rural households received BDS and technical assistance (30% of women and 70% of men).

**Goal Advances:** 5,825 producers (48% women), received training and technical assistance in 232 events, which addressed different issues.

Chart No.10: Total trained during FY-Oct 2015-Sept 2016, Component 2.

Topics	No. Of Events	Total of Participants	Participants Men	Participants Women	% of participants Women
Improvement of productivity and quality.	49	1,372	825	547	40%
BPA's y BPM's	48	804	484	320	40%
Commercial Relations and New Markets.	49	1,127	656	471	42%
Use and management of technologies.	45	1,948	820	1128	58%
Organization and administration.	41	574	263	311	54%
<b>Total:</b>	<b>232</b>	<b>5,825</b>	<b>3,048</b>	<b>2,777</b>	<b>48%</b>

Through the training activities the productivity of vegetables has been improved by an average of 10%; the quality of the products derived from the implementation of good agricultural and manufacturing practices has been raised; it has also strengthened the functional and organizational level of the groups and the managers have improved their management with purchasing companies.

**Result 2:** Increased capacity in organizative and operational processes, and management capacity of the group of producers.

**Global Goal 2.1:** 22 new associative MSMEs increased organizational, operational and management capacity.

**Goal Advances:** 8 MSMEs were legalized and trained increasing their organizatiive and operative capacity.

The leaders of MSMEs were trained on the advantages, responsibilities and potential of having a legal basis to support their productive and commercial operations; support and advice was provided to organizations on legal issues and the proper handling of documents before the Superintendency of Tax Administration (SAT).

**Global Goal 2.2:** 28 Producer groups increased organizational, operational and knowledge management.

**Goal Advances:** 16 producer groups have strengthened their knowledge by increasing the organizational and administrative management of their organizations through improved control and records of their operations. In total, component 2 of the project has contributed to improve the operations of 53 of the MSMEs.

In the case of organizations that have been supported with cardamom dryers in the queen zone, they have been trained and formed the commissions within their boards that will be responsible for managing and negotiate the dryers as small businesses to make them sustainable; In Uspantán the Caracolito association is carrying out commercial transactions of selling potatoes with Wal-Mart and have improved its accounting and logistics operations for the delivery of the product in Guatemala City.



**Result 3:** Employments generated in coffee-producing farms and high-value vegetables.

**Global Goal 3.1:** 619 employments generated in rural associative MSMEs representing the 48,360 salaries.

**Goal Advances:** A total of 1,110 employments (29% corresponds to women) were generated through the productive activities of 53 MSMEs.

Of the total employments, 54% are employments generated by the vegetable chain; the production of cardamom generated 26% employments and the crop of fruit trees generated 20%.

Table No.11: *Total of wages and employments generated FY-Oct 2015-Sept 2016 Component 2*

Corp	No. MSMEs	Total Wages per Productive Phase			Total Employments	% Employments Women
		Pre-Harvest	Harvest	Post-Harvest		
Vegetables	29	61,802.64	20,309.88	12,066.19	599	35%
Cardamom	18	51,149.03	34,470	5,170.50	291	34%
Fruit trees	6	19,011.01	75,297.60	9,412.20	220	18%
<b>Total</b>	<b>53<sup>2</sup></b>	<b>131,962.68</b>	<b>130,077.48</b>	<b>26,648.89</b>	<b>1,110</b>	<b>29%</b>

**Result 4:** Increased access to productivity technologies and support services for members of newly formed SMEs.

**Global Goal 4.1:** 22 new MSMEs have access to productivity technologies and support services.



**Goal Advances:** 24 MSMEs had access to inputs and resources for the implementation of technologies focused on improving the productivity of their crops, improving quality and safety, as well as, their management capacity for access to export markets. A total of 57 hectares is the area where producers have been able to implement at least two new technologies.

A total 58 MSMEs (24 new and 34 to follow-up) dedicated to the production of vegetables, cardamom and fruit trees, have had access and have acquired knowledge to implement techniques and technologies.

<sup>2</sup> The estimation of employments has been made using the new rates established in the study carried out by MEP. It should be noted that although component 2 of the project during its entire trajectory has benefited 82 MSMEs, this year employment rates are applied to 53 that were active during the period.

Chart No.12: *Total producers and area with technologies FY-Oct 2015-Sept 2016, Component 2*

Indicator		Goal AF15-16	T1	T2	T3	T4	Total AF 15-16
Increased access to productivity technologies and support services for members of newly formed SMEs.	New MSMEs have access to productivity technologies and support services.	22	15	0	7	2	24
	Poor households have access to productivity technologies and support services.	2,000	1,945	0	677	1,511	4,133
	Men	1,400	1,654	0	376	696	2,726
	Women	600	291	0	301	815	1,407
	Hectares implemented with productivity technologies and support services.	9	1.00	2.00	5.50	48.16	56.66
	Hectares of Vegetables	2	1.00	0.50	2.00	10.01	13.51
	Hectares of Onion	2	0.00	0.50	1.50	7.69	9.69
	Hectares of Cardamom	3	0.00	0.50	1.00	18.63	20.13
	Hectares of Fruit Trees	2	0.00	0.50	1.00	11.84	13.34



The main technologies provided are the following:

**Good Agricultural Practices:** Yellow and blue traps, protective suits, Biodep (biological beds), collection centers for plastic pesticide containers, pruning kit for fruit trees, backpack pumps and motorized sprays, cardamom pruning, facilities for storage of potatoes, soil analysis, plateau in fruit trees and cardamom, liming in cardamom, mulch, solarization, curves at level, living and dead barriers, terraces in vegetables and latrines.

**Good manufacturing practices:**

Potato washing facilities, cardamom dryers, equipping of vegetable collection centers, mini collection centers, potato germinators and reconversion and rehabilitation of irrigation systems (in process).

**Global Goal 4.2:** 3,910 poor households have access to productivity technologies and support services.

**Goal Advances:** 4,133 households have had access to new technologies and have been trained in their implementation and maintenance; of the total households 34% (1,407 women) were trained and formed in the proper management of the different technologies. With the results of the period, component 2 accumulates a total of 112.38 hectares that have been implemented with technologies focused on improving productivity.

**Result 5:** Generated value and sales volume of horticulture and coffee products by SMEs.

**Global Goal 5.1:** 67,948 quintals of vegetables and coffee produced cumulatively in the duration of the project.

**Goal Advances:** 178,916.53 quintals of vegetables, cardamom and deciduous fruit trees were produced by 53 MSMEs served in C2, as shown in the following table:

Table No.13: *Volume of quintals produced FY-Oct 2015-Sept 2016, Component 2*

Indicator	T1	T2	T3	T4	Annual
<b>Quintals of vegetables and coffee produced cumulatively in the duration of the project.</b>	<b>61,416.00</b>	<b>14,724.00</b>	<b>28,012.13</b>	<b>74,764.40</b>	<b>178,916.53</b>
Quintals of Vegetables	14,510.00	4,737.00	28012.13	36,258.12	83,517.25
Quintals of Cardamom	9,421.00	9,987.00	-	19,243.28	38,651.28
Quintals of Fruits trees	37,485.00	-	-	19,263.00	56,748.00

Sales generated are US\$ 3,520,474 in cumulative horticulture and coffee for the duration of the project.

**Global Goal 5.2:** Sales generated are US\$ 3,520,474 in cumulative horticulture and coffee for the duration of the project.

**Goal Advances:** Sales were generated in the amount of US\$ 3,984,394.16.

Table No.14: *Sales in US\$ generated in the period FY-Oct 2015-Sept 2016, Component 2*

Indicator	T1	T2	T3	T4	Annual
<b>Ventas generadas en horticultura y café acumulativas durante la duración del proyecto.</b>	<b>\$1,067,244.69</b>	<b>\$333,150.18</b>	<b>\$657,743.76</b>	<b>\$1,836,255.53</b>	<b>\$3,894,394.16</b>
Sales of Vegetables	\$214,931.46	\$155,577.29	\$657,743.76	\$881,699.45	\$1,909,951.96
Sales of Cardamom	\$262,593.11	\$177,572.89	-	\$294,947.73	\$735,113.73
Sales of Fruit trees	\$589,720.12	-	-	\$659,608.36	\$1,249,328.48

The vegetable chain led total sales during the period on 48%, followed by the fruit chain with 32% and cardamom 18%.

**Result 6:** Increase in income from horticulture products by SMEs.

**Global Goal 6.1:** 5% of increase in non-productive activities income (starting from baseline)

**Goal Advances:** The final measurement will be made in the quarter of October 2016 when the year and production cycle is completed.

**Goal 6.2:** Gross profit per product, in vegetables US \$ 1,000.00 / ha and in coffee US \$ 200.00 / ha

**Goal Advances:** During the period an increase in the gross profit was achieved for the chains of vegetables on 11%, for the cardamom chain 6% and for the chain of deciduous fruits in 6%.

Chart No.15: *Estimation of the profit margin, period FY-Oct 2015-Sept 2016, Component 2*

Indicator	AF15-16	T1	T2	T3	T4	Annual	Initial Price	Final Price
Gross profit per unit area.	Gross profit in vegetables 10%	10%	0%	0%	7%	11%	Q308.00	Q341.88
	Gross profit in onion 5%	5%	0%	0%	0%	0%	Q191.00	
	Gross profit in cardamom 5%	5%	0%	0%	3%	6%	Q105.00	Q111.30
	Gross profit in deciduous fruit trees 5%	5%	0%	0%	0%	6%	Q100.00	Q106.00

In the case of vegetables, the average income was Q 55,042.68 (US \$ 7,047.72) per hectare; in fruit trees the income was Q 57,028.00 (US \$ 7,301.92) per hectare, and for cardamom the average income is Q 7,993.90 (US \$ 1,023.55) per hectare.

### COMPONENT 3. Improve Agricultural Productivity

<b>Leader of C3:</b>	<b>AGEXPORT</b>
<p><b>Strategic Objective:</b> Improve the agricultural productivity through accessing new technologies for innovation, mitigation and adaptation to climate change, good agricultural practices, and demanded certifications by the market to improve competitiveness of associative MSMEs.</p>	

**Result 1:** Yields of SMEs increased.

**Global Goal 1.1:** Production yields increased 10% horticultural production and a 12% in coffee production.

**Goal Advances:** Coffee production increased in 93%, from 8 to 16 quintals of parchment coffee per hectare, achieving an increase of more than US\$ 1,800 per planted hectare. In vegetables the increase for the bean and pea is of 17% per hectare (35 quintals), in potato is 10% as in onion. At a general level, the increase in producer income during the year was US \$ 873 per hectare.

**Result 2:** Adoption of new technologies and management practices as a result of USG assistance

**Global Goal 2.1:** Hectares with improved technologies, good agricultural practices as a result of technical assistance from the USG

**Goal Advances:** 227 Hectares were incorporated with implementation of different technologies and good practices, which are being worked by 139 MSMEs dedicated to the production of varied vegetables, coffee, cardamom and fruit trees.

## **Good Agricultural Practices**

During the year, the project continued with the promotion and implementation of good agricultural practices in the 139 chains dedicated to agricultural activities (component 1 and 2).

Among the results achieved the followings are mentioned:

- It was achieved that 1,230 producers of 39 chains will carry out pest monitoring by means of yellow traps, which were established in an area of 95 hectares.
- 74 demonstration parcels were implemented in a total area of 12.11 hectares. These parcels are managed by the 74 producers or "Master Producers" (6 women included) who were trained to fulfill the replicate function.
- 4 demonstration sites were established: ASODINE, COPECAFE, BATZCHOCOLA and Rio Sacapulas where new technologies are promoted.
- 1,792 producers received training on crop management, implementation of IPM, safe usage of pesticides, usage of protective suits and masks to prevent disease and the application of climate change and adaptation practices.

## **Implementation of Biofactories**

In alliance with HIVOS, CEDECO and RVCP nine biofactories were implemented in the following MSMEs: Asociación Chajulense, Maya Ixil and COPECAFÉ, organic coffee producers; ANAPDERCH, fruit producer and 5 MSMEs integrated to the association ORCAZOR, producers of cardamom.

The achievements that have been accomplished during this period with the implementation of the biofactories are:

- 306 hectares managed under bioferment technology, 286 hectares of coffee and 20 hectares of cardamom.
- 51 producers trained in the development and management of bioferments.
- 5 RVCP technicians prepared to replicate the technology in the different chains.
- 3 trained specialist.

## **Usage of improved seeds**

50,000 pounds of high yield and high nutrient value bean seed were distributed, benefiting a total of 10,000 RVCP families (5,000 served by AGEXPORT and 5,000 served by Save The Children).

In AGEXPORT / MASFRIJOL alliance three bean varieties were produced, developed by the Institute of Agricultural Sciences and Technology (ICTA) (Altense, Hunapú and Superchiva), each with similar characteristics with respect to productivity, but with different characteristics with respect to adaptability to agrological and climatological factors, being taken these factors for their distribution within the project area influence.

In CIMMYT / AGEXPORT alliance, the technical team was strengthened on the issues of improvements in maize production, mainly in the importance and technique of mass selection, with the purpose of improving the productivity of good quality seed selection within of its own plot and germplasm.

### **Productive infrastructure for post-harvest improvement for the Zona Reina in Uspantán Quiché:**

Seven collection centers were established, 8 static dryers equipped to dry the cardamom grain and the maintenance of 28 existing dryers. This infrastructure benefited 8 organizations from Zona Reina in Uspantán, Quiché, (ASODIG, ASOFDIT, ASUVS, ASIAPZR, APEDINE, ASOFDINZO, ASODIL and ASODEXA), that work with 976 associates located in 37 communities in the Zona Reina.

*"We thank the government and people of the United States for the support they have given us through the RVCP, since it has allowed us to strengthen our production system, allowing us to increase our share of production with the company Fritolay, from 13 hectares that we sowed to 26 hectares. Allowing us as producers to bring sustenance to our families", noted the producer and partner of ADACSO, Edwin López.*



### **Innovating**

**the production of the onion chain:** 36 onion storage and drying units were implemented in the coverage area\* of the Sacapulteca Association of Onion Producers (ASPROCE), located in Sacapulas, El Quiché, which will allow the improvement of post-harvest handling of onion production. These units have the capacity to store 5,400 quintals of onion, which will allow an approximate income of more than Q 800 thousand per harvest; which represents 35%

more income compared to immediate marketing after harvest.

*"Thanks to specialized technical assistance, training in business plans and the implementation of appropriate technologies, we now have specialized infrastructure, which allows us a different option for the commercialization of our onion when prices exceed the estimated ranges, being able to have greater income to grow in business and keep our families better", said the president of ASPROCE. Juan Tojin.*

### **Potato washing center**

A washing and classification potato center was built to carry out the process of collecting, washing, sorting and packaging potato production, to ensure the quality and safety of the product in response to the demands of the purchasing company Wal Mart . It has the capacity to handle 100 quintals of potato per day, which puts rural producers in a competitive position, thus guaranteeing the marketing of their product and improving prices by 30% compared to the local market, in addition to generate Q20. 00 of value added per quintal and at least 6 direct employments. The production was increased to 15 thousand quintals of the crop that were commercialized with the company Frito Lay, having the capacity to negotiate directly, eliminating a link in the chain of intermediaries and achieving with this, better prices that benefit directly the producer.





The main impacts of this implementation are:

- Ensure the quality and safety of the product
- Increases the value added to the product
- Standardize the classification and packaging of products
- Facilitates trade negotiation by offering better quality products
- Generates new employments for the washing, sorting and packing of the potato. In addition to other employments associated with administration, accounting and transportation of products

**Global Goal 2.2:** 50 hectares with irrigation reconversion by sprinkling to drip irrigation

**Goal Advances:** During the current period no new areas were established with the conversion of irrigation systems. Technical assistance was provided and MSMEs were assisted in the use of irrigation technology by carrying out reinforcement activities.

**Global Goal 2.3:** 2,000 producers have applied new technologies or management practices as a result of US government assistance.

**Goal Advances:** Are reported 1,792 producers who were trained and had access to the use of new technologies and to the application of good agricultural practices.

The project has provided agricultural technical assistance and training services to more than 17,000 producers, however, it has been directly established that at least 10,000 producers are using any of the following technologies or good practices:

- Use of improved seed for the production of basic grains
- Micro-irrigation systems
- Mulch cover
- Integrated pest management
- Soil conservation practices (level curves, live barriers, dead barriers, etc.)
- Biofabric production in Biofabricas
- Onion dryers
- Cardamom dryers

**Result 3:** Adoption of new good agricultural practices (GAPS)

**Global Goal 3.1:** 60 MSMEs apply good agricultural practices (soil conservation and improvement maintain the safety and quality of their crops and protect the health of producers and their natural environment) (C1 and C2)

**Goal Advance:** The project has succeeded in promoting the implementation of good agricultural practices with 139 MSMEs dedicated to agricultural production (60 MSMEs of component 1 and 79 component 2).

During the execution of the project, each of the MSMEs obtained specialized services to implement the good agricultural practices and according to the monitoring carried out in the field, the following results have been identified:

- Improvement of crop management and sowing plans
- Increased crop productivity

- Reduction of losses caused by pests or mechanical damage during post-harvest.
- Greater rotation and soil use
- Control of the traceability and the quality of the products
- Better management of production costs
- Increased control in the use of chemical products and waste handling.
- Increased awareness of the protection of health and the environment.
- New and increased market opportunities.
- Stability in the prices obtained.

**Global Goal 3.2:** 60 MSMEs implement quality management systems for their production based on international standards or market needs. (C1 and C2)

**Goal Advance:** 21 organizations were trained and assisted to implement quality management systems, with the objective of fulfilling the regulations required to have an adequate use of good practices. The MSMEs have records of production, sales, employments, associates, production areas and the management of their production costs.

It was achieved that 60 MSMEs of component 1 and 40 MSMEs of component 2, were able to use and implement their quality management system, which has allowed them to improve the control of the traceability and record of the operations they perform annually.

**Global Goal 3.3:** 30 MSMEs were certified in good agricultural and organic practices (C1).

**Goal Advance:** The certification of two MSMEs was achieved, wherewith the project accumulates 17 MSMEs that maintain or have obtained their certificate.

The RVPC project did not allocate resources directly to support MSMEs through this process, basically facilitated training and provided technical assistance to MSMEs to recognize the importance of obtaining certification. The MSMEs that achieved their recertification or obtained it for the first time, did it through their own funds, which is worth emphasizing, as it is an indicator of the change of vision and appropriation that leaders and producers.

It should be mentioned that taking into account the remaining time of the project, it will not be possible to include other MSMEs to certify them; technical assistance will be maintained in order to ensure that MSMEs continue to implement good practices and offer better quality products.

## COMPONENT 5: Increase the productivity of crops for self-consumption and improve the utilization of food

**Leader of C5:** Save the Children and INCAP

**Strategic Objective:** Increase the productivity of crops grown in rural households for domestic consumption and improve the usage thereof.

**Result 1:** Increase in yields of food crops for domestic consumption.

**Global Goal 1.1:** 3,910 households increase crop yields of food for domestic consumption. (C2 lead households participating in productive activities).

**Goal Advances:** 10,000 households have increased crop yields of food for domestic consumption.



The average of bean production in the project's area of influence is 17.25 quintals per hectare, with the bean seed sowing distributed by the project, it is estimated that the expected yields will be 34.50 qq / Ha.

Producers benefited by the seed of bean have been trained on the characteristics and agronomic handling of improved varieties of beans and other topics such as: field preparation, planting distances, weed control, pest and disease control, harvesting and Post-harvest handling; such trainings were eminently practiced using the learning-doing methodology.



Through the alliance with MaisFrijol, RVCP has provided improved bean seed to 10,000 households (5,000 households of component 1 and 5,000 households component 2) for the production of 500 Has. which will generate 15,000 quintals of beans.

**Result 2:** Increased rural domestic knowledge of alternatives to increase productivity of basic food crops.

**Global Goal 2.1:** 3,910 households adopt alternatives to increase productivity of staple foods. (C2).

**Goal Advances:** A total of 2,796 households were trained and assisted in the management and implementation of alternatives for increasing the productivity of staple foods. Households have implemented demonstration parcels implementing maize selection practices, prioritizing characteristics such as: Height of the plant, thickness of the cane, height of the pile and at the time of harvest, number of rows and size of the grain.



Training has been provided for the management of bean parcels and maize, producing organic pesticides for the control of the coleptera.

**Result 3:** Increased knowledge of practices and techniques of preparation and storage of improved food in rural households.

**Global Goal 3.1:** 3,910 households using improved food storage and preparation techniques. (C2)

**Goal Advances:** 9,423 households (1,705 families of 78 MSMEs of C1-C6 and 7,718 households of 53 MSMEs of C2), have been trained and they use improved food storage and preparation techniques.

139 events have been developed for the preparation of foods prioritizing the use of vegetables produced in their family gardens. The attendance of women has been 77%; the priority topics have been: storage and preparation of food, usage of silo-bags for bean storage, where Save the Children has distributed a total of 1,169 silo bags, reducing post-harvest losses.



**Global Goal 3.2:** 7,820 households trained in the use of food through value chains and the implementation of vegetable gardens for domestic consumption and the promotion of a diversified diet. (C2)

**Goal Advances:** 10,127 households participating in 144 MSMEs have been trained in the proper usage of their food and in the implementation of horticultural orchards.

Among the improvements and contributions made with this action the followings are identified:

- 3,900 families established family orchards, obtaining healthy food and increasing their availability for domestic consumption.
- 1,500 households learned to use the drip micro-irrigation system established in orchards.
- The "Family Orchards Implementation Guide" was distributed and implemented with 300 families in order to provide guidelines to families to ensure the sustainability of orchards in order to guarantee the access and availability of food to participating families when the RVCP is complete.



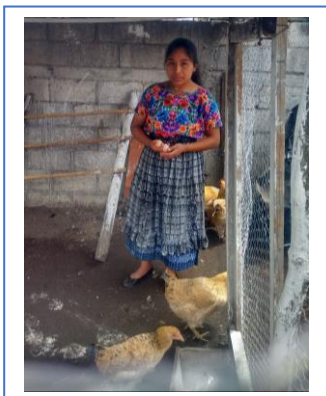
**Result 4:** A increased knowledge of alternative practices for the breeding of domestic animals.

**Global Goal 4.1:** 7,820 households increase their knowledge for domestic animal breeding as an alternative to domestic consumption.

**Goal Advances:** 9,051 families have been trained and have increased their knowledge for breeding of domestic animals.



In component 1 AGEXPORT signed an alliance with the Cooperative League of the United States of America (CLUSA), benefiting a total of 700 families with the delivery of animal protein production units.



In component 2, a total of 8,351 households have participated in at least 3 training events and have increased their knowledge in breeding of domestic animals especially poultry.

A total of 200 livestock kits were implemented for the handling of domestic animals and vaccination and deworming days were carried out on poultry, pigs and cattle which has contributed to reduce the incidence of diseases and the better development of domestic animals in families.

The capabilities of more than 250 community leaders for the massification of practices: implementation of chicken coops for replication of practices of bird confinement which includes handling of feeders, drinking troughs, nest, footbath and curtains, have been strengthened.

### **Result 5:** Improve access to food diversity and quality.

**Global Goal 5.1:** 3,910 households improved access to quality food. (C2) Direct households participating in productive activities.

**Goal Advances:** 4,389 participating households have been able to improve their access to quality food by improving food supply and stability enough throughout the year, improving physical and economic access to food, beginning on improving of the incomes of families participating in MSMEs and reinforce their knowledge on family budget management with an emphasis on reorienting spending towards basic needs and promoting family savings.

### **Result 6:** Behaviors related to improving nutrition.

**Meta Global 6.1:** 3,910 households improve feeding behaviors related to nutrition.

**Goal Advances:** 6,884 households have been trained by strengthening the improvement of household members' hygiene and nutrition behaviors (1,024 components 1 and 5,860 households in component 2), contributing to improvement of dietary habits of families, including selection, purchase, preparation, distribution and usage of food in the household. The different actions have contributed to the diversification of crops, to promote the use of indigenous foods and to protect biodiversity and food culture.

**Interventions Component 1 and Component 6:** To achieve the improvement of behaviors, in 78 MSMEs educational activities in food and nutritional security have been developed, implemented with cascade intervention methodology; it has 124 leading mothers who have implemented a model home that has: improved stoves, water purifier filter, home gardens, latrines and in some cases cage for the confinement of smaller species and those who have the function to conduct an attention at the community level for promoting actions that strengthen food security. It benefited 1,024 families with the delivery of improved stoves and ecofilters, among which are the 124 leading mothers.





As a complement to the improvement of behaviors, the theme of "Prioritization of investments in health, nutrition and education" has been given. This module provides basic information to identify the importance of investing in health, nutrition and education of family members, with emphasis on young girls and boys, women of childbearing age, pregnant or breast-feeding women, because of their high vulnerability to diseases and reduced opportunities for access to education in rural areas.

**Interventions Component 2:** 5,860 households have participated in the empowerment processes for the voluntary adoption of healthy eating habits and lifestyles, these events have been developed considering their local food customs and the environment; these activities also favor the diversity of diet and good nutrition. In addition, family hygiene areas are created as a space with the necessary inputs to develop practices of personal and household hygiene, such as: hand washing and tooth brushing and monitoring of household hygiene with an emphasis on cleaning, order and the handling of garbage, as well as the adequate preparation of the food. The management of the revolving fund of the ecofilter was monitored as part of the community contributions for the replacement of the filter unit for the replacement of the filter and the continuity of the usage for the safe consumption of water at the household level, a practice already recognized by families which is of utmost importance.

**Result 7:** Better utilization of maternal and child health and nutrition services.

**Global Goal 7.1:** 3,910 households improved utilization of maternal and child health and nutrition services.

**Goal Advances:** 5,401 households improved the use of maternal and child health and nutrition services, of which 2,314 were assisted by component 1 and 3,087 assisted in component 2.

In C1 through the alliance with NUTRISALUD, the methodology "Practical Briefing for Better Living" has been applied, carrying out educational sessions to promote the use of health services, achieving coordination with 5 Health Areas in the municipalities of San Juan Ostuncalco and Concepción Chiquirichapa in Quetzaltenango; Momostenango in Totonicapán and in Quiché the municipalities of Chichicastenango, Sacapulas, Uspatán, Cunén, Zacualpa and Nebaj, Cotzal and Chajul.

1257 households were given the vinyl ads of the practical briefing, a tool that allows monitoring the changes and improvements that families have achieved in terms of health, nutrition and the use of public services for maternal and child health.

In the case of the 3,087 households assisted in component 2, families have strengthened their knowledge of the main health services provided in their communities or municipalities, affecting the usage of health care services by mothers, before, during and after delivery.

Through home visits, it have been reinforced the knowledge and identification of danger signals during pregnancy, as well as, the identification and contact of local services in case of need.





**Result 8:** People trained in child health and nutrition through programs supported by the project.

**Global Goal 8.1:** 2,100 people trained in child health and nutrition through programs supported by the project.

**Goal Advances:** 3,131 women have been trained on key issues to child health care and nutrition. The participation of mothers with children under 5 years of age was prioritized, reinforcing childcare practices such as breastfeeding and feeding would complement different ages according to the development of children.



Through the home visits, the knowledge and identification of neonatal and childhood danger signals has been reinforced, as well as the identification and contact of local services in case of need

As part of the data obtained during the nutritional surveillance performed to 99% of women, it was established that for most families (84%) the annual income is in the range of Q 801 to Q 15,800 per year; 40.2% indicated that they did not have any level of

schooling, only 8.5% studied diversified.

**Result 9:** Children under five years covered by the nutrition programs supported by the project.

**Global Goal 9.1:** 3,000 children under five years were covered by the nutrition programs supported by the project

**Goal Advances:** 3,368 children under five years of age covered by nutrition programs related to PCVR have been supported through the implementation of nutrition, personal and household health and hygiene improvement practices at the family level.



## COMPONENT 6: Improve the competitiveness of Craft value chains

<b>Leader of C6: AGEXPORT / Commission of Crafts.</b>
<b>Strategic Objective:</b> Strengthen the participation of women in the craft value chains and increase productivity and competitiveness of MSMEs that produce crafts.

**Result 1:** Integration of groups to marketing channels for export and value chains.

**Global Goal 1.1:** 30 groups of artisans are integrated into marketing channels for export and into value chains.

**Goal Advances:** 31 groups of artisans are integrated into marketing channels for export, developing capacities for commercial linkage with exporting companies:

Chart No.16: *Marketing channels of artisanal MSMEs*

No.	Name of the organization	Product	Purchaser
1.	Chajulense association	Indigenous fabrics and clothes manufacturing	Maiz y Matiz, De La Selva, The Mayan Store, Naturalart, La Multicolor
2.	AMTEDICH	Indigenous fabrics	Maiz y Matiz, La Casa Cotzal S.A., Simbiótica
3.	Agros Foundation	Various textiles and wood products	The Mayan Store
4.	ADIBA	Beaded jewelry, pine and indigenous fabrics	The Mayan Store, Simbiótica
5.	APRODEFI	Textiles and wood articles	The Mayan Store, Naturalart, Simbiótica
6.	COPITEM	Textiles based on natural wool and cotton	The Mayan Store
7.	COPIMARI R.L.	Textiles and maguey	NIM, Naturalart, Simbiótica
8.	ASODIMAC	Textile products	The Mayan Store , Maria´s Bag
9.	ADEMVE	Textile and embroidery products	Magykal, Naturalart
10.	ASDIMUS	Products of palm, clay, crochet and textiles	NIM
11.	ORQUIDEAS	Elaboration of cuts in jasper	Korbata
12.	ADMI	Textile products and baskets in vegetable fiber	The Mayan Store, Simbiótica
13.	ADAJKU	Cuts with jasper and bayberry candles	Local buyers
14.	ADIAP	Elaboration of indigenous fabric and textiles	The Mayan Store
15.	Horizontes sin Limites	indigenous fabric and textiles	Local buyers. Simbiótica
16.	ADIMIC	Indigenous fabric and textiles	NIM, Simbiótica
17.	ADMADEC	Indigenous fabric and textiles	The Mayan Store
18.	ASUNDECO	Textiles and Crochet products.	La Casa Cotzal, Naturalart, Nawal

No.	Name of the organization	Product	Purchaser
19.	CHEMOL	Indigenous textiles in loom of waist and pedal	Local buyers
20.	ADIL	Indigenous textiles in loom of waist and pedal	The Mayan Store
21.	LAS ROSAS	Indigenous textiles in loom of waist and beaded jewelry	The Mayan Store Simbiótica
22.	FLOR CUNENENSE	Crochet, beaded jewelry, recycled and costume jewelry with waxed thread	Naturalart, De La Selva
23.	ASDIM	Plastic fiber baskets, paint on fabrics, embroidery, beads jewelry, recyclables and crochet	La Multicolor, Multiplica Guatemala, Simbiótica
24.	TZALBAL	Textiles in loom of pedal	Korbata
25.	RED JUVEM	Textile in loom of pedal, natural wool and beaded jewelry	The Mayan store, Simbiótica
26.	CHIQURICHAPENSE	Indigenous embroidered textile, fabric on waist loom, clothes manufacturing	The Mayan store, Simbiótica
27.	CHUWILÁ	Indigenous textiles in loom of waist, crochet and products of natural fiber (pine tree)	Nawal
28.	ASDECO	Sections of brocade fabric, crochet and pine baskets.	Naturalart
29.	ASOPROMACHI	Crochet, textiles in loom of waist, crochet y beaded jewelry	De La Selva
30.	AIGMIM	Sections of jasper in loom of waist, clothes manufacturing	Local buyers
31.	ASAUNIXIL	Textiles in loom of waist	Local buyers

Of the 2,260 producers associated with the 31 groups of artisans, 93% are women who have gained new knowledge and sustainable economic income that has represented a significant change in the family unit. Artisan women are managing their own resources contributing to household expenses, which have implied an improvement in living standards (study of children, clothing and food, and improvements in the infrastructure of their homes).

The RVCP has contributed to the fact that the artisanal MSMEs have new options to commercialize their products, there are several companies that buy and export crafts that are linked to the clusters, thus providing a commercial relationship with a high level of sustainability.

**Global Goal 1.2:** 30 groups of artisans participated in national and international trade promotion events to promote "craft" products.

### **Goal Advances**

During the year, a total of 600 producers participated in various promotional activities, highlighting the following:

**Enlazarte:** Exhibition carried out in the facilities of AGEXPORT in which 30 artisanal organizations and purchasing companies participated.

**Guatemano:** Artisanal exhibition, where the best designs of the artisanal chains were presented with the purpose of promoting them and selling their products.

**Christmas Bazaar:** With the purpose of selling craft products typical of the Christmas season, to the staff and visitors of AGEXPORT.

**Expo Artesanías Colombia:** At the exhibition, it was possible to know new techniques of artisanal production, new designs and commercial image to be able to implement in the craft component.

**Result 2:** Marketing and promotion of artisanal products with added value.

**Global Goal 2.1:** 30 collections composed of around 600 new products have been designed by local and international designers.

**Goal Advances:** 679 new craft products were made and designed by different local designers.

During the 4 years of execution, the RVCP project has produced 1,789 new products in the 31 craft chains, exceeding the goal of 600 new products that the project set out to develop. The development of new products has allowed the MSMEs to be commercially linked with new companies exporting handicrafts.



The development of designs of new craft products has represented a significant challenge for the artisans of the MSMEs and has meant an important advance in their knowledge and ancestral practices, it can be considered that the project has made important changes in the art of making crafts, taking into account that many of the producers all their lives have been dedicated to producing fabrics, but had not had the opportunity to create and develop other types of products taking advantage of their extensive experience in the production of fabric.

The range of own designs that the MSMEs counts on and their relationship with the purchasing companies, has helped them to increase their competitiveness in the market, having the availability of a greater offer and offering greater quality in their products.

**Result 3:** employments generated for poor rural artisans.

**Global Goal 3.1:** 2,250 employments generated (85% women and 15% men).

**Goal Advances:** A total of 822 employments were generated as a result of the activities carried out by the 31 artisanal chains, as of September 30, 2016 there were 2,260, of which 93% were women and 7% were men. The generation of employments in the artisanal chains has been consolidated year by year, for this the project has been an important means, since the groups of artisans have had to participate in a constant way in the different events of training and technical assistance that the project has scheduled during the year.

The crafts MSMEs have strengthened their capacity to offer new designs of products that have created new market opportunities and with it the employment for artisans men and women have maintain during the year giving income of the served families by the project.

**Resultado 4:** Increase the value of sales of artisans groups.

**Global Goal 4.1:** US \$ 1,500,000 in cumulative sales by artisan groups for the five-year duration of the project.

**Goal Advances:** Sales were generated in the amount of US \$ 1,197,948<sup>3</sup> resulting from the marketing of different products and collections made by 31 MIPYMES of component 6.

The goal established in the Annual Operative Plan (POA 2016) for component 6 was \$ 1,200,000.00, at the end of the year it was able to reach 99% of the goal. Component 6 accumulates sales to date with a value of \$ 1,506,825.59, exceeding the committed goal by the project that is equivalent to \$ 1,500,000.

- Improvement of the technological level and good practices facilitated by the project has allowed the increase of production levels (delivery of flat industrial machines, steam irons, beated jewelry looms, pedal looms).
- Technical assistance for the development of new designs of products and collections, has expanded the supply and quality of their products;
- Advising for market access and its link with exporting companies has generated certainty in the sales of its products, constant employment and the generation of higher incomes.

**Result 5:** Increased availability and use of technical assistance and BDS by groups of artisans.

**Global Goal 5.1:** 30 artisans groups access technical assistance and SDE.

**Goal Advances:** 30 artisan groups with a membership of 2,260 of which 2,111 are women, and the remaining 158 are men, have been trained and received technical assistance.

Table No.17: *Training to MSMEs component 6.*

---

<sup>3</sup> In the current period, sales of \$ 20,996.51 made in the October to December 2015 quarter and \$ 13,918.11 in unreported sales in the April to June 2016 quarter are being added, bringing the total amount accumulated for the current quarter It is \$ 333,441.23.

No.	Chain	Topic	No. Trained	Duration of training
1.	Horizontes sin Limites	Manufacture of beaded jewelry products and sewed in zig-zag.	10	48 horas
2.	Aj Kunel	Teñido de hilo, procesos de aviaduras y peines en telar de pedal.	10	96 horas
3.	Fundación Agros	Manufacture of textiles products combined with leather.	10	80 horas
4.	Chemol	Designs of embroidery and manufacture of blouses.	10	80 horas
5.	Red Juvem	Threads dyeing and fixing of colors in sheep wool.	12	32 horas

The artisanal MSMEs have increased their levels of production derived from the new knowledge generated through training and technical assistance, as well as the use of new technologies and the tools that make it agitate their production processes, increasing the number of units produced per working day. In addition to the foregoing, the manufactured products present a considerable improvement in quality, complying with high standards demanded by the purchasing companies, but which have a meaning in the income through selling their products at more competitive prices, thus contributing to the objective of improve the standard of living of artisans and their families.

## VI. Cross-cutting themes:

### Environmental Sustainability

**Result 1:** Establishment of an Environmental Management System for the RVCP

**Global Goal 1.1:** An Environmental Management System developed for the project, including: Identification of potential environmental impacts, selection of necessary mitigation actions, monitoring of implementation.

**Goal advances:** Since it inception, the RVCP project developed an environmental management system for the project, adapting it to the specific activities of the MSMEs and considering the information generated in each of the EMPs prepared for the vegetable, coffee and craft chains.

The proposed environmental system is based on the compliance of the environmental regulations in force in the country and in which the USAID environmental office dictates. From this account, in general terms, the protection of the environment is foster by promoting reforestation, as well as adequate protection and management of water sources. Agricultural and artisanal production is fostered based on the optimal management of resources and the implementation of environmentally friendly practices. In the environmental system that the project promotes, emphasis is placed on PERSUAP and compliance with regulation 2-16, which is promoted from the USAID environment office.

**Result 2:** Environmental Mitigation Plans implemented in MSMEs.



During February 2016, the Environmental Value Report (EA) of the Rural Value Chain Project was approved by the USAID Environmental Bureau Officer (BEO), where different mitigation actions were presented, that the project team has been implementing for the production of vegetable, fruit, coffee, and cardamom crops.

Such mitigation actions were determined according to the environmental threats derived from the productive activity of each organization and as a result Environmental Mitigation Plans were generated to be developed and implemented in order to minimize the environmental impact.

Among the activities contemplated in the Environmental Mitigation Plans are the following:



### **Geopositioning of productive parcels**

With the objective of having a database that generates accurate information of land use, areas and production dynamics in the parcels of producers of agricultural organizations. The geolocation of 10661 parcels of vegetable, coffee and cardamom crops was carried out and through the use of the computer system ArcGis supports and analyzes the information allowing the decision making in a timely manner in terms of introduction of sustainable productive technologies and of adaptation to climate change contributing to minimizing environmental impact.

### **Review of technological packages and the use of pesticides:**

In order to guarantee the application of allowed products in the different agricultural production chains, it has been carried out in alliance with different purchaser companies and environmental specialist, a revision of the different technological packages and allowed products based on the PERSUAP, Annex 5 (Table of Pesticides not recommended or prohibited for use in AID / GUATEMALA projects). A total of 110 vegetable-producing organizations are aware of and have information on the products authorized for production.

In addition to its revision in Annex 5 of the PERSUAP, the technological packages used in coffee were based on the regulation of organic production and distributed in a total of 9 organic certified coffee producing chains.

### **Integrated pest management**

During this period, the strengthening of sustainable crop protection practices has been developed in order to reduce the environmental impact of the use of pesticides. Accordingly, 8455 farmers have been trained in integrated pest management issues, this will allow the decision making on application of agrochemicals in a precise and timely manner. In the case of cardamom crop, it was reached 871 producers trained in integrated pest management.

Also as part of integrated pest management is provided the component of use of chemicals products included in the technological package for the production of vegetables, these technological packages are based on PERSUAP, Annex 5 (Table of Pesticides not recommended or prohibited to use In AID / GUATEMALA projects), as mentioned in the previous topic.

## **Solid waste management**

As part of the implementation of the Good Agricultural Practices, RVCP promoted the collection of more than 3,000 plastic containers of agrochemicals, using for that more than 170 empty container collection cages and following the recommendations of triple washing and perforation of containers. This work was carried out within the framework of the alliance with AGREQUIMA, coordinating the collection with the MSMEs located in Quiche and Quetzaltenango.

The other mitigation measures that have been implemented for the management of organic solid waste are the fertilizer sites or worm compost sites, a total of 44 have been implemented in the different demonstration parcels which serve as an example of the management to other producers.

## **Management and Conservation of Water**

Because of the vulnerability to climate change in the areas served by the RVCP, one of the environmental threats is the availability of water resources. In this sense, 1118 producers have been trained on good management practices for water conservation in irrigation systems, Such as the best moments for irrigation, to identify and repair leaks immediately, to identify signs of excess or deficient irrigation. Also it was implemented 98 hectares of irrigation with soil conservation that contribute to the efficiency of the use of water resources through the retention of moisture.

To ensure the sustainability of water management and conservation actions, 21 irrigation committees have been formed, which will follow up on actions implemented for systems installed in 24 organizations.

## **Occupational Health and Safety**

In order to avoid occupational accidents according to the productive nature of each organization, the mitigation plans include measures to prevent occupational accidents, accordingly 2571 people have been trained in occupational health and safety issues, such are implemented in the productive chains.

## **Implementation of forest nurseries in the areas of cardamom production**

In order to contribute to forest management and low-impact firewood harvesting practices for cardamom drying in the Zona Reina, a forest nursery of 73,000 plants of native species of rapid biomass formation was implemented, covering an Area of 573 hectares.

A total of 581 farmers leaders from 21 cardamom organizations of the Zona Reina, were trained in the issues of management of forest energy plantations and low impact harvesting practices, generating interest that resulted in the voluntary endowment of agricultural land, input of local resources, local native seed collection, and labor for the establishment and maintenance of nurseries.



## **Pictographic posters for training:**

To carry out educational processes in environmental issues, the project has materials adapted to deal with issues with farmers who often do not have schooling. There is a set of 5 pictographic posters named "Adapting to Climate Change", with these materials are developing topics such as agrochemical management, forests, climate change adaptation practices among other topics. These posters were delivered in the 170 MSMEs for distribution among its partners, and will serve as training tools among agricultural technicians.

**Global Goal 2.1:** 140 MSMEs and groups of rural producers carrying out environmental mitigation activities according to EMP in particular

**Goal Advances:** 170 rural MSMEs, made up of 21 of cardamom, 9 of coffee, 110 of vegetables and 30 of handicrafts carry out activities according to environmental mitigation measures proposed in the mitigation and environmental monitoring plans as described in result 2 and shown in Table III of evaluation and environmental monitoring.



**Global Goal 2.2:** 3,000 households implement environmental mitigation activities.

**Goal Advances:** During the year, a total of 43 Technical Assistants and 80 Promoters that served to each value chain maintained training activities for producers, with the purpose of promoting environmental mitigation activities during the development of their agricultural and artisanal activities. This year through different events, 4981 producers were trained, accumulating a total of 12393 agricultural producers and trained artisans and implementing environmental mitigation activities during the life of the project.

Como estrategia para transferir el conocimiento de las medidas de mitigación y tecnologías de adaptación al cambio climático se han desarrollado dos actividades importantes:

### 1. Training of 190 "master farmers"



The identification and training of 190 rural producers were carried out, of which 164 are men and 26 women, who fulfill the function of "master farmers" and are responsible for transferring knowledge to the close producers of their community.

Master farmers have personal protective equipment (PPE) and technology manuals and good agricultural practices, with the aim of having the necessary equipment to carry out the transfer of technology and to be an example for other producers.

### 2. Implementation of parcels adapted to climate change

During this period, 190 demonstration parcels of adaptation to climate change have been implemented. These parcels are used as a tool by "producers teachers" to carry out field visits to transfer knowledge to other farmers.

These parcels are implemented following the methodology developed by the Business Chain Program in the *technology transfer manuals and decision tree for the selection of technologies and good agricultural practices (GAP)*.



**Result 3:** Management initiatives developed for the application of demonstration sites of adaptation to climate change.

**Global Goal 3.1:** 2 initiatives developed to implement demonstration sites of adaptation to climate change.

**Goal Advances:** The project has established a total of 4 demonstration sites, which have a climate change adaptation plan that is based on identified threats and is implemented at three levels, producers, organization and community. The established sites are located in the following places:

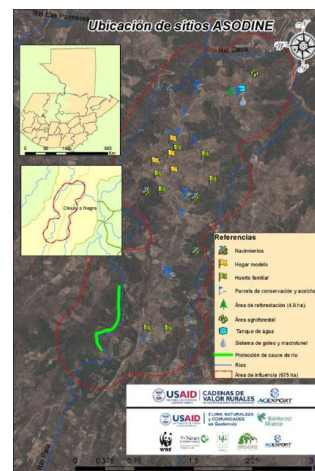
- a) site ASODINE, located in the community of San Luis Sibila, belonging to the municipality of Santa Lucía La Reforma, department of Totonicapán.

**At the organizational level:** A policy of adaptation to climate change was carried out and two training modules in which 38 people (26 men and 12 women) participated in the topic of Adaptation to Climate Change and its effects.

**At the community level:** A reforestation of 4.4 hectares was carried out in new forest areas, which will be included in the forest incentive program..

**At the producer level:** As part of the actions for the management and efficient use of water, 5 drip irrigation systems were installed, which were delivered to 5 partners of ASODINE, in addition a water harvesting tank of 3x4x2 mts was installed, which will be used by 5 partners.

To improve soil conditions, 2,000 linear meters of mulch were installed. It was also installed a tunnel macro to 2 partners, each with 1965 square meters, and the Integrated management of soil fertility and conservation was carried out in 15 site parcels covering an area of 6,615 square meters, in which technologies such as live barriers, live fences, slope ditches, individual terraces, drawing of level curves and contour lines were implemented.





- 
- “Ubicación sitio de adaptación al cambio climático COPECAFEI”**
- Este mapa detallado muestra la ubicación del sitio de adaptación al cambio climático COPECAFEI. El mapa principal presenta una zona de estudio con ríos, caminos y áreas verdes. Incluye una leyenda con símbolos para: Reservas y concesión de agua, Municipios, Población de asentamientos, Aguas, Huger Aguas, Huerto Forestal, Área de influencia del parque (1,000 km), Área de influencia del parque (100 km), Área de influencia del parque (10 km), Área de influencia del parque (1 km), y Control de plagas. También hay una escala de 0 a 3 km y una brújula. En la parte inferior, se muestran logos de USAID, GARDEN OF PEACE, COPECAFEI, y otros socios.

**At the organizational level:** A climate change adaptation policy was generated, a Coffee Benefit Study was developed to determine the quality of the grain and to define an improvement action plan, and two training modules were developed in which 32 partners (22 men and 10 women) participated.

A biofabric was installed for the production of fertilizer with Micro organisms of mountain that will benefit the partner producers, in addition the delivery of minerals and bioferments was realized to 45 producers of COPECAFE. The bioferments are being applied to the current coffee crop.

**At the community level:** A basin committee which is composed of 6 people (4 men and 2 women) was created. The main objective is to follow up and take care of the practices implemented in the demonstration site, this committee will be responsible for ensuring compliance with the policy of adaptation to climate change.

4.8 hectares of new forest areas were reforested and later will be entered into the forest incentive program.

**At the producer level:** Selective prunings, selective resears and shadow elimination were carried out on the parcels of 24 producers covering 4,410 square meters, which would benefit in the development of coffee production.

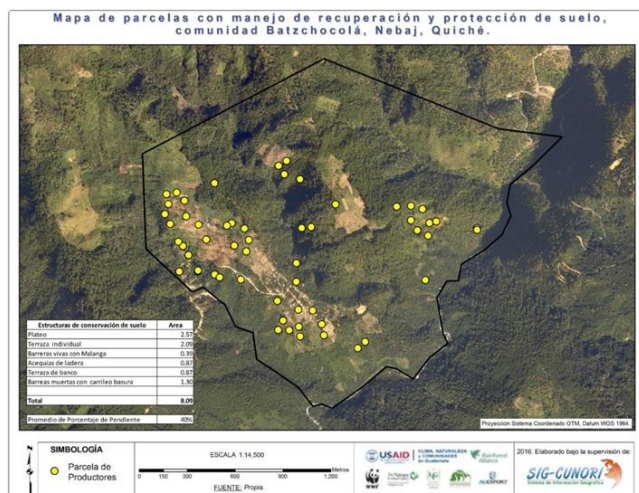
30 hives were established, delivering 3 hives per partner, in addition a honey extractor with 6 frames was delivered, which will be under the protection of the organization and will be used by the members that are integrated in the beekeeping committee. It were implemented 4,400 square meters with floral fences to ensure the collection of nectar in the months where there is no flowering of coffee.

Block and selective resistances were carried out in 23 parcels covering a demonstration area of 8,820 square meters and integrated soil fertility management was carried out in 20 parcels of the demonstration site covering an area of 8,820 square meters, in which were implemented Technologies such as slope ditches, individual terraces, drawing of level curves and contour lines, live and dead barriers, live fences, and infiltration wells.

Block and selective resowing were carried out in 23 parcels covering a demonstration area of 8,820 square meters and integrated soil fertility management was carried out in 20 parcels of the demonstration site covering an area of 8,820 square meters, in which were implemented Technologies such as slope ditches, individual terraces, drawing of level curves and contour lines, live and dead barriers, live fences, and infiltration wells.

Shading was repopulated with inga tree species, carried out in 10 parcels that cover an area of 4,410 square meters, located strategically for the benefit of the partners of the organization.

- c) Site BATZCHOCOLA, located in the community of Batchocolá, belonging to the municipality of Chajul, department of Quiché, where it has been implemented:



The implementation or the demonstration site was continued in the Batchocolá Micro-basin, working with 27 people (25 men and 2 women), implementing the following actions:

**At the organizational level:** The plan to implement climate change adaptation measures and a climate change adaptation policy of the community was elaborated in a participatory manner.

Three training workshops were carried out in which 27 people (25 men and 2 women) participated. The duration was 4 hours per workshop, in the

themes of: Site preparation, seedbeds preparation, substrate mixing and bag filling. The study of the forest potential of the Batzchocolá community of Asociación Chajulense was carried out, which includes a Sustainable Forest Management Plan.

**At the community level:** Eight hectares were established for soil conservation in susceptible areas to erosion and / or landslides at demonstration site Batzchocola, in the Xacbal river basin, in the municipality of Nebaj, Quiche, with the elaboration of individual dig around stem, individual terraces, live barriers, dead barriers with garbage carrils, ditches and bench terraces, in 36 demonstration sites producers' parcels.

Agroforestry systems equivalent to 1,739 trees were established on 8 hectares for the production of organic coffee and the obtaining of energy resources, which were implemented in the parcels of 23 producers (22 men and 1 woman).

It was reforested, planting 5,500 maximinoi pine and cypress, which occupy an area of 5 Ha, considering a density of 1,100 trees per hectare, which was implemented with 29 people (28 men and 1 woman). In addition, 10 hectares were entered into the Incentives Program for small holders of forest and agroforestry lands, -PINPEP-, belonging to 3 men.

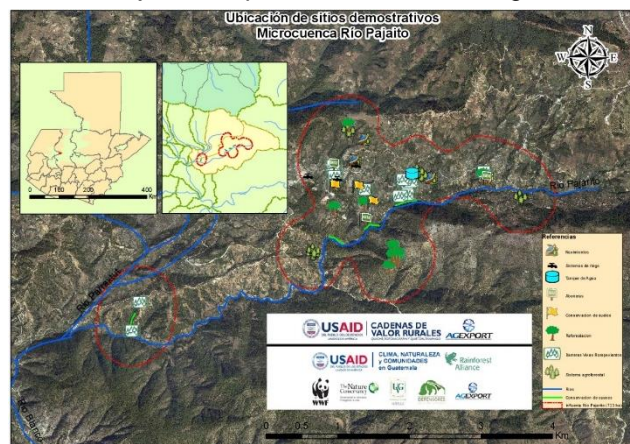
It has an extension of an area of 900 square meters of bean crop, with 40 fruit trees, with a drip irrigation system that contains the conduction of 60 linear meters, filter and lines that covers the whole parcel.

A forest nursery with 11,000 pine plants was implemented to contribute to the protection and recovery of degraded areas and water recharge of the Xacbal micro-basin of the Batzchocolá community, which covers an average of 6 hectares. 3.26 hectares of forest were entered into the Forest Incentives Program for Small Land Holders of Forestry or Agroforest Vocation, PINPEP.



**At the producer level:** A demonstration parcel of 0.5 hectares of natural regeneration management of native forest species was established. In addition training was provided to 15 male producers from the community of Batzchocolá on the theme of Natural Regeneration Management.

- d) The demonstration parcels of the basin Río Pajarito, located in the micro-basin of the same name, is composed of the communities Río Pajarito, Cipresales, Salinas Magdalenas, Magdalena La Abundancia and Tierra Caliente; All are part of the municipality of Sacapulas Quiché, have a climate change adaptation plan that is based on identified threats and is implemented at three levels, producers, organization and community.



**At the organization level:** A policy of adaptation to climate change was carried out and two training modules were carried out in which 38 people (26 men and 12 women) participated in the topic of Adaptation to Climate Change and its effects.

**At the community level:** A reforestation of 4.4 hectares was carried out in new forest areas, which will be entered in the forest incentive program.

**At the producer level:** Five drip irrigation systems were installed, which were delivered to 5 partners of ASODINE. In addition, a water harvesting tank of 3x4x2 meters was installed, which will be used by 5 partners.

**Global Goal 3.2:** 1,000 households trained in developing climate change mitigation measures.

**Goal Advances:** Different topics have been developed to implement mitigation measures in the households of the different MSMEs of the RVCP, reaching a total of 12,393 producers trained, emphasizing three important topics of household formation to implement mitigation measures, these being:

- a) Implementation of four demonstration sites where a total of 380 households have been trained in the themes of:
  - Basic terminology of climate change, global warming and greenhouse gases.
  - Models and scenarios for Guatemala, with emphasis on hydrometeorological phenomena that have affected the country (Mitch 1998, Stan 2005 and others such as droughts).
  - Climate variability, with emphasis on threats in the highlands (drought, frost and others).
  - National Policy, with emphasis on the existence of Ley Macro law. 7-2013, that gives general form in the communities in which it is not known.
  - Adaptation based on eco systems and communities.
- b) A total of 1118 vegetable-producing families have been trained in management and conservation themes of water used for irrigation.

**Result 4:** Better knowledge of agricultural and craft practices based on the sustainable management of natural resources.

**Global Goal 4.1** 140 MSMEs increase their knowledge of agricultural production and crafts based on the sustainable management of natural resources.

Based on the implementation of good agricultural practices, quality management systems and the implementation of EMMPs, 170 MSMEs have increased their knowledge of agricultural production and crafts through training and technology transfer.

Among the topics that can be highlighted that MSMEs have implemented on the sustainable management of natural resources can be mentioned:

- a) Good agricultural practices
  - Development of BIODERPs, avoiding the contamination of water tables and soil.
  - Collection and final disposal of empty containers of phytosanitary products, contributing to the correct management of solid waste.
  - Soil conservation, avoiding with this the erosion and loss of soil
- b) Quality management systems
  - 17 organizations certified in the GLOBALGAP and organic protocols, which have a natural resources management module which is audited to obtain certification.
- c) EMMPs
  - 170 MSMEs comply with the mitigation measures of the EMMPs, thus ensuring the sustainable management of natural resources.

**Global Goal 4.2:** 2,000 households trained in sustainable agriculture and the use of best practices of management and management of resources.

**Goal Advances:** The capacities of 2090 families have been developed in the themes of sustainable agriculture and the use of the best practices of management and management of the resources, for which the following strategies have been implemented:

- a) Biofactories
  - With the aim of reducing the consumption of agrochemicals and generating an organic or natural culture for the benefit of 1900 families, 7 biofactories have been implemented in 7 agricultural products organizations (2 of coffee and 5 of cardamom), for the production of bioferments, which have been used to improve the plants nutrition and therefore their resistance to disease, in addition bioinsecticides have been developed (Insect repellent products based on products such as chili, garlic, onion, pepper, among others).
- b) Demonstration parcels
  - 190 demonstration parcels of adaptation to climate change have been implemented, these parcels are used as a tool by "farmers teachers" to carry out field visits to transfer knowledge to other farmers. These parcels implement technologies that respond to mitigation and adaptation measures to climate change.

**Result 5:** Public and private alliances for environmental management practices.

**Global Goal 5.1:** 3 strategic alliances with the public and private sector to promote environmental management activities, including mitigation and adaptation activities to climate change.

In an alliance between AGEXPORT, The Nature Conservancy (TNC), Climate, Nature and Communities in Guatemala (CNCG) and Hivos, three demonstration sites have been implemented within the area of influence of the RVCP, which have allowed farmers to learn and adopt productive practices climatically Intelligent, innovative and culturally appropriate in communities threatened and vulnerable by climate events.

In these demonstration sites are implemented actions that allow the protection of basins, the protection of eco-systemic goods and services (water, soil, biodiversity, and forest), essential for resilient and sustainable territorial management, as well as human well-being. It is worth mentioning that the functioning of the sites is promoting the participation of multiple key actors and institutions, to ensure that the practices are implemented and adopted in the medium and long term.

In addition, the alliance between AGEXPORT and the Low Emissions Development Project in Guatemala - LEDS - was carried out with the purpose of developing the plan for the measurement of carbon footprint in the vegetable and coffee chains. At the moment, carbon emissions are being analyzed as an indicator of efficiency from the point of view of climate. This will serve to evaluate and establish activities that improve the efficiency of productive processes. In addition, it can be used as a tool to position products in selective markets, with exporters counting on the information to position themselves in markets like the one in Europe that already looks for these characteristics in the products that they commercialize with the consumers. It is planned to start with the analyses in the next quarter.

With AGREQUIMA it was possible to implement two routes of collection and final disposal of empty containers, being the route of the department of Quiché and the route of the department of Quetzaltenango.

## Promotion of Gender Equity

**Estrategic Objective.** Promote the incorporation of rural women into the economic development of their community by easing their active participation in the associations to which they belong through the promotion of gender equality, strengthening their leadership and the access to improve economic capacities, personally and technically.

**Result 1:** Increase in the strengthening of women

**Global Goal 1.1:** 1 woman per each SME in positions with decision-making responsibility and impact within their community

**Goal Advances:** At least one woman is participating in decision-making positions in each of the 140 MSMEs, with the exception of craft organizations where an average of 4 women participate.

The cross-cutting theme of economic empowerment of women under the responsibility of AGEXPORT and the Foundation Vital Voices Guatemala - VVG continue with the implementation of the strategy that has allowed us to generate positive changes within organizations such as:

- Increase the participation of women in leadership and decision-making spaces within their groups or in their communities,
- Support to organizations in generating new spaces for women and in identifying examples of organizations and women whose performance serves as a reference for others who are in similar conditions.

It should be mentioned that achieving gender equity is a process, which represents major challenges as it involves personal, cultural, and social changes. Achieving the transformation of the participation of men and women demands a commitment from all involved. This process stands out as a great advance of the work of VVG since 133 MSMEs have to date developed a plan for the empowerment of women that includes the opening or strengthening of female participation.

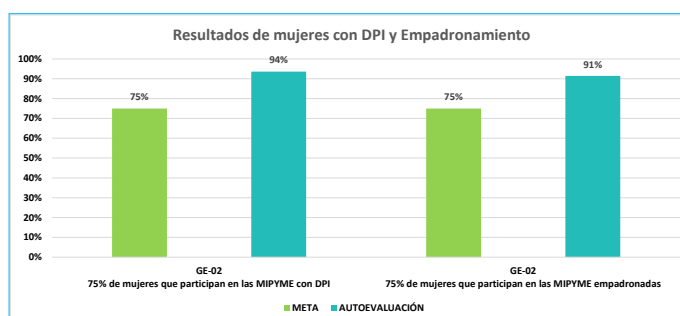
VVG conducted a survey during the year to find out the reasons why the participation of women in leadership positions is low. According to members of the Boards of Directors and partners of MSMEs, 100% of MSMEs value women's participation and identify the following as causes of low participation of women in leadership positions:

- Women decide not to participate because in many of the cases they already have a double shift, that is to say, with commitments of care of the home and the family and roles within the productive chains, reason why they lack the time necessary to dedicate it to the responsibilities that the charges demand.
- Self-exclusion, some women consider that they do not have the skills needed to fulfill the job.
- Cultural aspects, even though progress has been made in the sensitization process, there are strong cultural practices that prevent faster progress, including exacerbated machismo.

## **Result 2.** Increase in the citizen participation of women.

**Global Goal 2.1:** 75% of women participating in SMEs has an identification document at the end of the process and they are registered to vote.

**Goal Advances:** During the current fiscal period, work was done on completing and updating information on women with DPI. 90% (3,397) women associated with MSMEs have their identification document and use it permanently. To this date, information of women members of 73 MSMEs has been documented and the documentation of the 100 MSMEs will be collected in the following quarter with the collection carried out with the monitoring system (data capture of beneficiaries with readers).



### **Result 3.** Increase in women's income

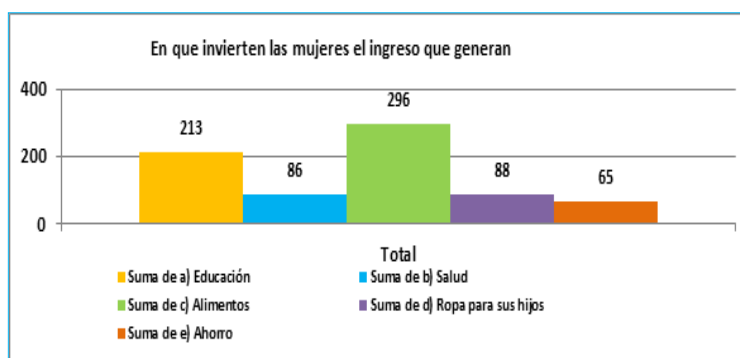
**Global Goal 3.1:** Women of 140 SMEs or producer groups make decisions about their compensation.

**Goal Advances:** Of 111 MSMEs, a total of 3,472 female members report that they generate their own income and make decisions about them. The power of men and decision-making continues on the income generated by women and young people. It was also identified that there are some cases where the payment for productive activities are not directly obtained by women.

During the period it was established that 73 MSMEs document through lists, receipts, vouchers or payrolls that 774 women participate in agricultural or artisanal productive activities and receive a direct payment.

As reported in this year quarterly reports, the project prompted a strategy to promote change actions and recognize the work of those MSMEs that promote greater economic empowerment of women inside and outside their organizations and the support of VVG and the consortium in the development of these issues. The strategy contemplated promoting an incentive plan with 70 of the 173 MSMEs that the project serves which were prioritized and taken into account for their appropriation in the theme.

These organizations are working on the incentive plan, which includes a training and survey to analyze the decision-making process of the family economy and it has been shown that female members do participate in the decision-making process on their income. It was validated that female members receive a payment for the product or service they provide and have received training in deciding the distribution of their income, receiving ideas to elaborate their family budget, which in general terms is distributed in expenses for food, education and health mainly.



Women report that family income comes from more than one source mentioning agricultural and artisanal activities but also trade in issues such as the sale of animals or products.

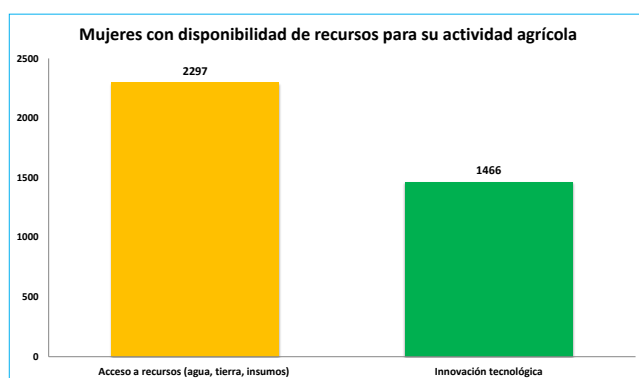
It is important to highlight that the women manifested the need to obtain new forms of family income, so responding to this demand, the Inclusive Business Models were proposed. VVG is developing 5 business models in 10 communities where women can generate income through new businesses that are easy to implement and require little economic and time resources.

**Global Goal 3.2:** Women of 140 SMEs or groups of producers with access to resources such as land and water.

**Goal Advances:** It has been documented that in the 173 MSMEs benefited by the project, 5,667 women participate as associates. Of 70 MSMEs, the associated women have the resources of land and water to carry out their productive actions. It was established that in 61 organizations their female associates have the main resources to produce their products. In the case of Component 1 and 2 organizations the availability of land and water as essential resources for agricultural production was documented. In the case of component 6 organizations, it focused on access to an

inventory of inputs, machinery or technological innovation to develop their products. A total of 2,297 with access to some of these resources.

In the case of land where they usually work is of their own, rented or loaned to relatives and usually have less land to produce than the male associates of the same organizations.



In the case of water, the majority mainly uses the rainy season for the production, in the same way as men. It was also documented that there is a division of labor in some organizations assigning roles mainly for the work of cutting and classification of the product in the postharvest phase.

With artisanal producers the work at their households or in the workshops of the MSME is done; usually have their loom of pedal or of waist, as well as other basic

tools to elaborate their products. The project has facilitated a batch of sewing machines to various groups to increase productivity and reduce the work that women do through these activities.

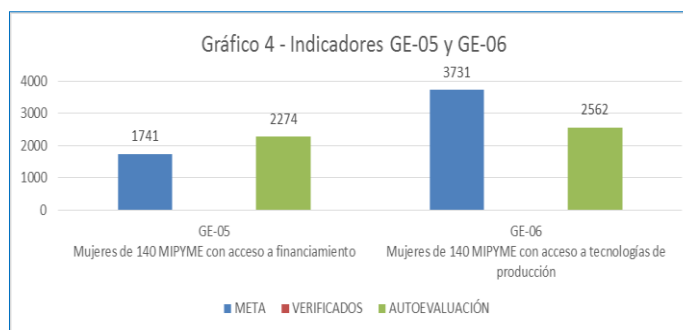
**Global Goal 3.3:** Women of 140 SMEs or groups of producers with access to financing.

**Goal Advances:** At the date of 133 MSMEs, 61% report that 1,064 women have access to different types of financing, obtaining credits that consisted of cash and raw materials or inputs to produce their products. In the case of cash loans, communal financing programs have been used, of the support services offered by the organization and in a minority the Banks of the system, especially in BANRURAL. Cases of in-kind loans were found, most of which are mentioned as access to improved seed and inputs for the elaboration of textiles.

Finally, although most female members have access to loans for specific production (usually in kind), not all have access to external sources of financing to support their own ventures or needs. As a response to this need VVG established 24 groups of savings banks and credit using the ALAC's methodology so that women can directly manage their resources.

**Global Goal 3.4:** Women of 140 SMEs with access to production technologies.

**Goal Advances:** In 106 organizations, representatives indicate that women have access to production technologies.



In the period it was documented that in 70 organizations with which the incentive plan is worked, 1,853 female members have access to production technologies.



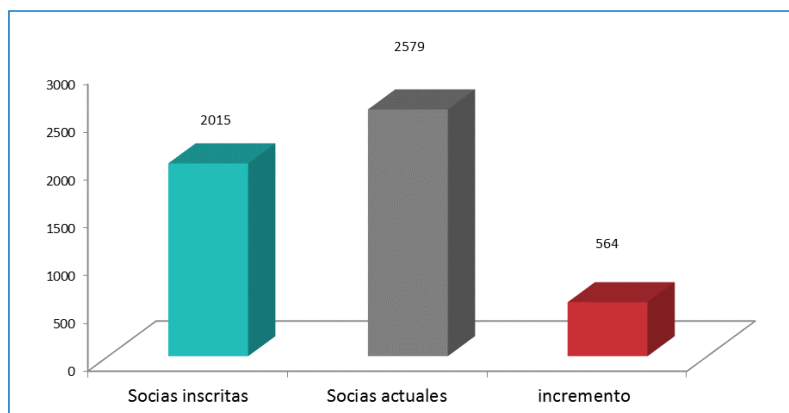
Regarding the acquisition of technical knowledge in the agricultural or artisanal field, women have been trained and have generated skills for the use of different production technologies, which has allowed them to be more competitive in: Irrigation management by dripping, planting and production of improved seeds of beans, vegetable production in orchards, silos, BPAs among other technologies and technological packages. The female members have expressed their interest in taking advantage of any training event that has been dedicated to the organization.

**Result 4:** Increase in the participation of women within SMEs.

**Global Goal 4.1:** 140 SMEs increase the participation of Women.

**Goal Advances:** During the period it was established that 2,579 women from 63 MSMEs are actively involved in the productive activities of their organizations.

The organizations present fluctuations in the involvement and levels of participation of the associates. It highlights the interest of organizations to involve more women as part of their economic empowerment plan.



**Global Goal 4.2:** 140 leaders of SMEs trained to develop the gender strategy.

**Goal Advances:** During the period it was documented that 264 leaders of 133 MSMEs are trained and have promoted the gender strategy. As part of this process, a gender strategy development plan was worked out with representatives of MSMEs. The representatives shared their opinions and experiences and jointly they built a plan by region, which committed them to promote with at least 3 actions in each of their organizations.

The technical team of VVG accompanied the process in 73 organizations, motivating to make the necessary changes, to strengthen those actions already designed in these topics and to document the good practices that are being carried out.

## Rural Financial Services

**Strategic Objective:** Promote access processes to banking and producer organizations to support the value chain development.

**Result 1:** Improved access to credit for associative SMEs.

**Global Goal 1.1:** 25 associative SMEs have access to credit with financial institutions

**Goal Advances:** 40 Agricultural MSMEs supported by the RVCP have access to financing through the agro-export companies, which provide in credit, agricultural inputs to the organizations, so that they can start with the sowing of the crop areas that have agreed through the respective contracts, to achieve the agreed volumes of production. The value of the inputs provided in credit to organizations is gradually discounted from the payments that the agro-exporting company makes to MSMEs for the product delivered.

As is known, the access of agricultural producers' organizations of rural area to formal financing is still limited, as financial institutions develop financing mechanisms that require conditions that these groups are not yet fully able to meet.

AGEXPORT formalized an alliance with OIKOCREDIT, which seeks, through specialized technical assistance, to strengthen organizations so that, by improving their administrative, accounting and fiscal management, they may have greater possibilities of access to resources in credit. Currently, this alliance supports four organizations: ADIBA, RABINAL VARGAS, AGROS IXIL and APROCAFI. The details of the scopes are shown below:

**Global Goal 1.2:** 3 strategic alliances with entities of formal credit financing

**Goal Advances:** There is a relationship with OIKOCREDIT, which has improved the capacities of the organizations included in the program: ADIBA, RABINAL VARGAS, AGROS IXIL and APROCAFI. These scopes are presented below:

### ***Sociedad Civil Rabinal Vargas***

- The financial information is updated to August 2016 and there is an adequate record of all accounting transactions; Accounting reflects the actual situation of the organization. An adequate register of special invoices was implemented, which reflects amounts deducted for taxes and other withholdings made by the purchasing companies.
- Se elaboró el flujo de caja, se diseñó un formato y se capacitó para que pudieran generar su flujo de caja. La organización es informada del procedimiento para optar por un crédito y están en el proceso de preparación de la documentación.
- The accountant is trained to carry the accounting records properly, as well as to perform tax returns correctly.
- They were provided with a manual of accounting procedures that shows how accounting records should be carried out properly, and includes adequate records of purchases, special invoices, and sales of inputs, as well as advances from purchasing companies.
- The Board of Directors shows a good level of ownership over the importance of up-to-date accounting documentation.

## ADIBA

- The culture of generating endorsements within the organization has been improved, which has allowed the generation of accounting information that is more realistic and reliable, reflected in the financial statements.
- They have been trained in the proper registration of the special invoices and the registration of the cost of the merchandise; preparation of cash flow; registration of all transactions and coordination with the accountant.
- Adequate inventory control and accounts receivable.
- Accounting information updated to June 2016, and records of transactions to August 2016.

## AGROSIXIL

- Counseling began at the end of June.
- Accounting information gathering from December 2015 to date, with preliminary financial statements as of December 2015 and August 2016.
- They were trained in the elaboration of cash flow and the budget and the cash flow for the next harvest were elaborated; Proper registration of purchases, sales, special invoices and withholding taxes; governability in which all the directors participated, the functions and organization chart of the association were analyzed.
- Review of the strategic plan and elaboration of the operational plan.
- The credit application file is being prepared before Oikocredit.

## APROCAFI

- Financial statements updated to August 2016.
- Internal audit process to financial statements, reflecting good quality of recorded information.
- Workshop on the subject of governance, in which the organizational chart of the Association and the positions of the managers were analyzed, and weaknesses were detected at the level of the Board of Directors in terms of appropriation of their roles and functions; Process of training in cash flow and elaboration of the first draft of the cash flow for the next harvest.
- Review of the strategic plan, a format was provided to develop the operational plan.
- The credit application file is being prepared before Oikocredit.

## Cross-Cutting theme: Cultural Identity (Sotzil)

**Strategic Objective.** Incorporate a vision of respect and vigilance to the strategy of the RVCP and its different components for the strategic aspect of cultural identity from the point of view of the Mayan peoples.

**Result 1:** Methodology for the incorporation of essential aspects of cultural identity in the RVCP.

**Global Goal 1.1:** 1 Methodology developed for the incorporation of aspects of cultural identity in the RVCP.

**Goal Advances:** Diagnosis of four Rural Value Chains identifying cultural elements that generate their own identity within the community where the chain is established.

The four chains diagnosed were:

1. Association of Integral and Ecological Development Sacapulense -ADIES-, located in Magdalena la Abundancia, Sacapaulas, El Quiché. They have a production area of 22 hectares belonging to 100 small associate producers. They are dedicated to sowing onions for export.
2. Integral Development Association Nueva Esperanza -ASODINE-, located in San Luis Sibilá, Santa Lucía la Reforma, Totonicapán. It is dedicated to the production of peas and beans for export.
3. Chajulense Association of Women "United for life", located in Chajul, Nebaj, El Quiché. In 2006, the United Women for Life project began with 20 members and in 2008 it became autonomous of the Chajulense Association. Currently 57 women integrates the weaving women group and more than 1,800 women participate in the microcredit granted by the Association at 1% monthly interest.
4. Association Chajulense, located in the municipalities of Santa Maria Nebaj, San Gaspar Chajul and San Juan Cotzal. It is made up of more than 1,300 members, from more than 60 communities; producers and traders of organic coffee through fair trade since 1989. The association began with the main idea of eradicating chains of intermediaries and achieve the export of its main product, coffee.

Within the chains diagnosed were found identities cultural elements of each community, among which stood out:

**Conservation of natural resources:** it was observed the way of conserving their forests, making measured use of this resource to satisfy their own needs and at the same time not drastically affect natural resources and processes such as natural regeneration. They have knowledge and practices on the rational use of vital resources such as water, to avoid the reduction of flows, and know the importance of being responsible in their actions to maintain the ecosystemic balance.

**Use of indigenous language and costume:** The transfer of the knowledge of each of the indigenous communities is through practice and oral language, this intergenerational transfer of knowledge begins at home, it is there where the child learns the values and principles that will govern his way of life within society and it is there also where it will learn good practices for a full and effective development for individual and collective growth. Making use of his suit in the different spaces also defines the cultural identity of the community where he lives.

**Local governance:** Each community has its own rules governing the way of life, in which they decide the use of the territories and the sanctions that are applied to maintain the social order.

**Cultivation techniques of their own:** The association of crops serves to improve the growth of both crops; rotation of crop, in order to conserve the soil and that does not deteriorate, as happens with monocultures; in the case of export products, the communities make changes of soil, that is to say when a piece of land has been cultivated for some time, they let it "rest" and move to another area to continue production.

**Weaving techniques:** In weaves chains there is a greater relationship of the use of direct traditional knowledge in obtaining the final product, knowing that the weaving is a specific technique of the region that is composed of different cultural elements, from an exact numerology based on a vigesimal system to the position of the weaver, who represents respect for the work she performs.

**Signals from nature:** Different signals are considered that the nature manifest, the most used are: the reading of the clouds, signal that serves as reference to know when it will rain, the intensity of the rain, also announces winds and earth tremors in some occasions. By taking into account these changes in nature; people can decide when to start planting or fertilize, for the use of water, for example. Signs that show the hills, announce the beginning of the rainy season and its completion, which serve as indicators to have a better yield in agricultural production.


**Usage of specific calendars:** There are several calendars such as: the agricultural calendar, used to control planting; lunar calendar, serves as a complement and guide to ensure and know the timing of seed germination and that production be resistant to certain diseases or natural damages.

**Result 2:** Development of initiatives that contribute to the strengthening of cultural identity.

**Global Goal 2.1:** 5 economic initiatives developed that strengthen cultural identity.

### **Goal Advance**

In the first months of this year the work effort carried out by SOTZIL was focused on the implementation of the productive initiatives identified in a participatory process, obtaining results such as:

- In the MSME ASODINE, located in the community of San Luis Sibilá, Santa Lucia La Reforma, Totonicapán, 13 greenhouses were implemented for the agricultural production in controlled environment, mainly tomato. This project was identified and approved by the members of the chain, in the light of the perspective of cultural relevance and will strengthen the organization in community planning, in the respect and recognition of local leaderships, dialogues of knowledge, prioritization of proposals locally encountered, adaptation to climate change, formalization of productive diversification, use of local institutional arrangements around irrigation for commercial production and actions focused on boosting the peasant economy.
- 
- For its part, in the Chajulense Association of Women United for Life, the strengthening of production diversification was prioritized, for which it were acquired two overlock machines of 5 threads, two straight and zigzag stitch machines, four Industrial steam irons, a laptop and accessories for the maintenance of machines. With this equipment, the association will be able to create garments that combine leather with the textiles that its members produce artisanally, allowing them to increase their offer of products to the market.

## Cross-cutting theme: Knowledge Management (IICA)

**Strategic Objective.** Contribute with the understanding and usage of best practices for rural territorial development based on rural value chains.

**Result 1:** Creation of academic and technical documentation to strengthen economic, social and environmental development.

**Global Goal 1.1:** 1 research based on the IARNA-Mellor model as the basis for a search based on the implementation of RVCP in the western highlands.

**Goal advances:** Identification of useful products to generate knowledge and experiences, taking into account the results and progress generated during project execution. From this account, IICA proposed to carry out the systematization of 3 successful experiences, so that the present indicator underwent an expansion since, instead of carrying out an investigation of the implementation of the RVCP as a whole, it carried out the following:

1. Se sistematizó la experiencia de la Red de Organizaciones Productoras de Café del Ixil – ORCAFI- y
2. Document with the systematization of the experience of drip irrigation that has been promoted in the chains supported by AGEXPORT within the framework of the RVCP / AID.

In both systematizations and case studies, success factors, limitations and lessons learned that these initiatives have generated to be considered in new interventions and opportunities for improvement were highlighted.

3. Systematization of the strategy of implementation of technologies of adaptation to climate change that the RVCP implements in the supported chains. The study identifies in the field, the implementation of the following measures or technologies:
  - Crop planning to avoid nutritional soil wear and reduce the damage from pests and diseases.
  - The management and conservation of soils, as a practice to preserve their soil resources, to perform an adequate management of rainwater and to maintain soil biological nutrition and health. Among the practices that stand out are: live barriers, ditches and dead barriers.
  - The management of soil fertility through the elaboration and incorporation of organic fertilizers (compost, lombricompost and bioferments), planting and incorporation of green manures, sowing of cover crops, use of mulch.
  - Integrated pest management (IPM), in which practices such as: traps crops, the elimination of host plants, nylon traps and the use of biopesticides stand out.
  - Implementation of agroforestry systems, highlighting windbreak curtains, cultivation in alleys, live fences, multipurpose trees in boundaries, family gardens, among others.
  - Practices of adaptation to seasonal droughts, for which the producers develop actions for the storage of rainwater.
  - Crop protection against climate, for which producers have begun to implement crops under protection, through greenhouses or macro tunnels.



The study identified as success and sustainability factors, the implementation of parcels and demonstration sites for climate change adaptation technologies, as well as the local capacity development strategy that has been implemented in training the master farmers and Local promoters.

4. The promotion of associative entrepreneurship as a strategy for the expansion of agricultural value chains in the rural area.

This study allowed to know and analyze the strategy implemented by the AGEXPORT / AID Rural Value Chains Project (RVCP), related to the identification, conformation, strengthening and insertion of small incipient groups of agricultural producers to activities generators of income and employment of larger scale, which contribute to the expansion of value chains of the agricultural sector in the rural area. Among the relevant actions of the systematized process are:

- Technical support for conformation, organization and legalization, until inserted in a value chain.
  - Definition of its board of directors and some commissions and the use of its statutes to regulate the activities of managers and their social base.
  - Institutionalization of planning actions for harvests liquidations or for holding an assembly and address specific issues of thier organization.
  - Definition of the functions of the governing bodies for decision-making.
  - Marketing their harvests in a colective way.
  - Formalization of commercial relations with companies through contracts defining annual sowing, seasonal prices, payment terms, as well as quality regulations that must be respected as classification standards.
  - Implementation of regulations and quality standards for their products.
  - Linkage to suppliers and service providers.
  - Greater involvement and ease for women's participation.
  - A valuable contribution to the dynamization of the local economy, the positive effect is recognized especially in the municipal head offices that constitute the largest purchasing centers.
5. Achievements, challenges and opportunities faced by women participating in rural value chains for their economic empowerment.

The present study systematized the experiences that the RVCP has generated around the economic empowerment of women, highlighting the following:

- Strengthening of personal capacities.
- Diversification of participation activities (crafts and services).
- MSMEs have become a space and alternative for that single women, single mothers or widows to give the opportunity to rebuild their lives and undertake new projects, which has enabled them to generate income for their family.
- Learning to improve agricultural and artisanal production, through the use of new technologies and inputs that are currently required in the market (organic fertilizers, irrigation system, good practices, climate change technologies, pedal sewing machines, industrial machines for fabrics etc.).
- Greater appropriation to manage the resources and profits generated.
- Improving personal self-esteem, recognizing changes that have transformed their way of looking at life.
- Capacity building to improve their couple´s relationship, which has helped their participation in MSMEs to be more proactively.
- Benefits for family health and nutrition through implementing new practices in their homes.

- Strengthening of women's leadership, promoting the emergence of new women producers who have assumed important roles within their groups.

**Result 2:** Promotion of political incidences of public-private alliances.

**Global Goal 2.1:** 2 forums for strategic discussions to promote rural development in the agricultural sector

### **Goal Advances:**

Event of socialization of the systematizations of the experience of ORCAFI and the Reconversion of Irrigation Systems by dripping, carried out in the municipal head of Santa Cruz del Quiché, with the participation of 62 people from the supported chains, partners of the consortium (VVG, Sotzil, Save the Children), municipal authorities and other projects being carried out in the area (Local Links DAI / AID). It was achieved that other people and / or development entities were made aware of these initiatives, sharing the knowledge generated and the lessons learned to improve interventions in the rural area.

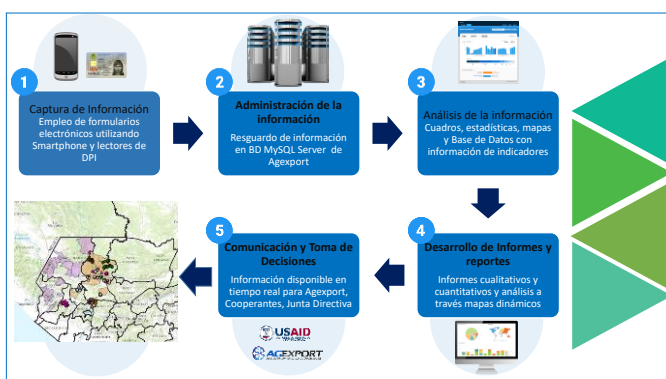
During the event, there was a presentation of consultants and two forum panels were created, one for each topic, in which some representatives of the chains had the opportunity to share with the attendees their own experiences generated in each of the Initiatives studied.

In addition, these studies were also presented at a public event in Guatemala City, which was attended by government officials from some ministries and representatives of development support and decision-making organizations. In addition to presenting the results of the aforementioned studies, this event also included the systematization of: Implementation of technologies for adaptation to climate change and improvement of agricultural productivity..

## **a) Monitoring and Evaluation**

The RVCP project during the year carried out different monitoring activities, in order to ensure the quality of the capture and support of the information generated in each of the project indicators. Among the actions to be highlighted are the following:

- Implementation of the Information and Monitoring System (ArcGIS Software and Database).



It has been worked on the innovation process to improve the Monitoring and Evaluation processes used, currently it has a system called Information and Monitoring System-SIM, which is an information management system through the use of different technological tools, which allows the creation of geographic information and communicates it in real time, presenting the progress of indicators, results of project execution, generates and

presents periodic information for timely decision making.

The information is presented with technology and state-of-the-art software, using maps and digital images.

The monitoring system will allow the technical team to optimize their time and expedite the work of capturing information in the field, contributing to the quality assurance and traceability of the information.

The monitoring staff has a formal database for storing, analyzing and recording information. The graph on the left shows the information capture process.

The tools used by the SIM are the following:

- **Movil devices:** Through a cell phone, the field technical team performs the task of capturing and sending the information of the indicators
- **DPI readers:** Allows the technical team to register the beneficiaries of MSMEs, generating the reading of the main information recorded in the Personal Identification Document (Names, surnames, age, sex, address, date of birth, number of DPI).
- **APP online forms:** The system has two applications through which electronic forms are produced and information is collected. For the design of forms were taken as basis the current forms that are approved in the System of Quality Management-ISO. The technological applications of the system are as the follows:
  - **COLLECTOR:** It allows the creation of forms for the capture of information (production area, production, sales, geospatial data, etc.). It uses maps anywhere to confirm your data, make observations and respond to events. It improves the efficiency of field operators and the accuracy of the geographic information system. It Can be installed on any mobile device.
  - **Schedule Plus:** Is a special application for reading the DPI, which allows the creation of large electronic forms, storing the data in the handsets in a practical and safe way, guaranteeing confidentiality.
- **Generation of SIM reports**

For the generation of system reports, the ArcGIS Desktop license was purchased and an ArcGIS Online subscription is available.

- **ArcGIS Desktop:** It is software made up of a large analytical toolbox that will help the Monitoring Unit to generate reports and statistics on the progress of indicators and results.
- **ArcGIS Online:** Web platform through which the results and progress of the indicators and results of the projects will be published and communicated.



- Advances in the implementation of the SIM and use of the Software.
  1. Technical field staff has tools for data capture (cellular and DPI reader).
  2. Training events to technical personnel for utilization of the apps which are intalles on cellphones.
  3. Complete georeferencing and maps of the headquarters of 173 MSMEs served.
  4. Advance of 60% of the geografic references of the producers parcels.

5. Update and design of the electronic database of beneficiaries, initiated.
6. Registration of demonstration parcels with GAPs, initiated.
7. Socialization of monitoring tools to women associates (Save the Children, Comart).

- Intermediate Internal Valuation of the RVCP Project by DevTech

Support to VOX LATINA staff and DevTech staff in the mid-term evaluation of the Value Chains-AGEXPORT project. The Monitoring Team participated in working meetings by providing the following information:

- Database with contacts of the 153 MSMEs included in the development of the sample.
- Lists of participants and beneficiaries of MSMEs.
- Contacts of Board of Directors and technical team of the project.

To date, official information on the results of the mid-term evaluation has not been obtained, however, preliminary data has been shared at briefings indicating that the RVCP-AGEXPORT project has had significant impacts on the income generation of partner families that serves, contributing to reduce the indices of poverty and food security in the communities of the western highlands where it intervenes.

- Monitoring to implementing partners

The documentary review of the records generated as a support of the indicators reported by Save the Children and the Commission of crafts was carried out, identifying areas for improvement and presenting reports of findings; Recommendations were made to complete and improve the quality of media and recommendations to improve the quality and ordering of information.

Meetings with project partners for the socialization of indicators information and collection tools in the search for communication mechanisms for the presentation, review and feedback of quarterly and annual reports. As well as the follow-up meetings in which progress is made known and the delays and difficulties that the project presents in the execution are analyzed.

- Monitoring and updating of the folders of the AGEXPORT technical team.

It seeks to identify the weaknesses and ensure that they have all the information, leaving in the visit report the responsibility to complete the findings.

In general terms, the complete documentation for each of the MSMEs is available, which earned AGEXPORT the renewal of the ISO and NGO certificate in June.

## b) Communication

Different actions have been carried out to communicate the relevant activities and results that the RVCP has obtained through its intervention in the communities of the Western Highlands, among which stand out:

- i. **Elaboration of the RVCP book:** Material which objective is to make known in an attractive way what is done in the framework of the RVCP, it was designed, diagrammed and printed 500 notebooks of 40 sheets.
- ii. **Maintenance and updating of WEB Platform:** The platform is being developed with new technology.

- iii. **Closing event and presentation of results RVCP 2015 (forum KOTZ'I'J -Flor de Vida-):** A results presentation event was organized with a forum and was complemented with the presentation of success stories, with the aim of making visible the achievements, challenges and perspectives of the RVCP and highlighting rural business leadership.
- iv. **PPT presentations:** The information was compiled and a presentation was designed that contains the indicators, photographs and a summary of each component.
- v. **Social media:** A workshop is served to carry out a strategy of social networks.
- vi. **Brochures of the RVCP:** 100 brochures were reprinted, which will serve to socialize the components and areas of action of the RVCP.
- vii. **Design, Printing and Installation of Labels for Associations:** 26 signs were installed in the following associations, with the aim of having a presence of brands in and to highlight the work done in them.



- ix. **News:** Different notes were written that show the advances and achievements of the RVCP, which can be located in the digital platform "Agexport Today" (<http://agexporthoy.export.com.gt/>) and in the bulletins "Our Day to Dia" of the Development Division and the Rural Value Chains Project (RVCP), in addition to the website ([www.encadenamientosempresariales.com](http://www.encadenamientosempresariales.com)).

### c. Total Execution from October 2015 to September 2016

Guatemalan Exporters Association  
Development Division  
Business Chains Program  
Budgetary statement of Rural Value Chains Project



USAID  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

CADENAS DE  
VALOR RURALES  
QUICHÉ, TONICAPÁN Y QUETZALTENANGO



AGEXPORT  
ASOCIACIÓN GUATEMALTECA DE EXPORTADORES



Save the Children

CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Component 1: Improve the competitiveness of value chains	Competitive fund	1200-1260 Specialized AT for business development - Chains- 60 value chains	\$ 1,072,375	\$ 360,772	\$ 293,346	\$ 272,978	\$ 156,446	\$ 1,083,542	\$ (11,167)	101%
	Food security	1261-Nutrition and Food Security	\$ 113,969	\$ -	\$ 26,823	\$ 48,251	\$ 50,972	\$ 126,046	\$ (12,077)	0%
	Vital Voices Guatemala	1262- Gender equity	\$ 94,520	\$ 29,520	\$ -	\$ 54,964	\$ -	\$ 84,484	\$ 10,036	89%
	Differentiated Coffee Commission	1263- Agricultural productivity, coffee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
	Laboratory commission	1264-Tours and activities with laboratory commission	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
	Salaries market intelligence	1265-Salaries of markets intelligence	\$ 458,361	\$ 105,776	\$ 92,829	\$ 75,868	\$ 103,915	\$ 378,388	\$ 79,973	83%
	Movilización, estudios, otros	1266- Travel and subsistence expenses, contracting, workshops and other	\$ 126,804	\$ 30,804	\$ 21,338	\$ 32,940	\$ 26,445	\$ 111,527	\$ 15,277	88%
	Exchange tours	1267-Tours and trips for exchange of experiences	\$ 5,804	\$ 5,537	\$ 268	\$ -	\$ -	\$ 5,804	\$ -	100%
	Office equipment	1268- Office equipment for PEE personnel	\$ 10,390	\$ 82	\$ -	\$ 2,094	\$ 6,279	\$ 8,456	\$ 1,934	81%
	ISO 9001-.2008	1269- Recertification SGC PEE	\$ 6,467	\$ 2,181	\$ -	\$ 3,870	\$ -	\$ 6,051	\$ 416	94%
	Commercial promotion AGEXPORT	1270- Participation on national and international fairs	\$ 13,797	\$ 10,082	\$ -	\$ 3,678	\$ -	\$ 13,761	\$ 36	100%
	Environmental management	1350-Salaries of supervision personnel and environmental specialists, mobilization expenses	\$ 116,898	\$ 28,413	\$ 23,293	\$ 24,534	\$ 29,120	\$ 105,361	\$ 11,537	90%
Sub total Component 1			\$ 2,019,385	\$ 573,167	\$ 457,896	\$ 519,178	\$ 373,177	\$ 1,923,419	\$ 95,966	95%



Guatemalan Exporters Association

Development Division

Business Chains Program

Budgetary statement of Rural Value Chains Project



**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TONICAPÁN Y QUETZALTENÁNGO



CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Component 2: Expand the participation of value chains	SAVE THE CHILDREN	1361-1389 Local development and production management organizations (SC and 03 organizations)	\$ 1,316,555	\$ 355,791	\$ 282,099	\$ 516,849	\$ 285,994	\$ 1,440,732	\$ (124,177)	109%
		1341-Foundation Vital Voices Guatemala	\$ 9,840	\$ 9,840	\$ -	\$ -	\$ -	\$ 9,840	\$ -	100%
	Mitigation plan	1356-Environmental mitigation plan and activities of environmental management for 30 horticultural and coffee chains	\$ 120,486	\$ 23,143	\$ 33,913	\$ 39,123	\$ 8,897	\$ 105,075	\$ 15,410	0%
	Sub total Component 2		\$ 1,446,881	\$ 388,774	\$ 316,011	\$ 555,971	\$ 294,891	\$ 1,555,647	\$ (108,767)	108%
Component 3: Improve the agricultural	Chains Program	1271-Introduction of alternative technologies of adaption and mitigation	\$ 144,396	\$ 73,140	\$ 42,792	\$ 28,464	\$ -	\$ 144,396	\$ -	100%
		1272- Demonstrative technological parcels	\$ 23,234	\$ 13,912	\$ 9,322	\$ -	\$ -	\$ 23,234	\$ -	100%
		1273-Foreign trade school from AGEXPORT	\$ 54,140	\$ 15,419	\$ 12,533	\$ 20,810	\$ -	\$ 48,762	\$ 5,378	90%
	Sub total Component 3		\$ 221,770	\$ 102,471	\$ 64,647	\$ 49,274	\$ -	\$ 216,392	\$ 5,378	98%

Guatemalan Exporters Association  
Development Division  
Business Chains Program  
Budgetary statement of Rural Value Chains Project



CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Component 5: Increase productivity of	SAVE THE CHILDREN	1390-1417-Technical assistance and support to basic grains productivity	\$ 499,938	\$ 53,593	\$ 115,919	\$ 268,104	\$ 137,646	\$ 575,263	\$ (75,324)	115%
		Productive Diversification								
		Nutritional education								
	Food security	1275-Food security	\$ 178,042	\$ -	\$ 6,471	\$ 100,382	\$ 83,015	\$ 189,868	\$ (11,826)	107%
	Sub total Component 5		\$ 677,980	\$ 53,593	\$ 122,390	\$ 368,486	\$ 220,661	\$ 765,130	\$ (87,150)	113%
Component 6: Improve the competitiveness of crafts value chains	Crafts commission AGEXPORT	1276-1307 Competitive Fund for Direct Technical Assistance to Craft Organizations	\$ 379,565	\$ 119,559	\$ 79,308	\$ 80,722	\$ 114,821	\$ 394,408	\$ (14,844)	104%
		1311-Markets intelligence	\$ 297,674	\$ 88,162	\$ 69,567	\$ 73,597	\$ 77,490	\$ 308,816	\$ (11,143)	104%
		1312-1313 Operation expenses	\$ 130,539	\$ 24,815	\$ 27,333	\$ 31,848	\$ 45,155	\$ 129,151	\$ 1,389	99%
		1314- Technical assistance to MSMEs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
		1315-Commercial Promotion	\$ 22,908	\$ 5,647	\$ 2,183	\$ 1,628	\$ 25,552	\$ 35,010	\$ (12,102)	153%
		1316-Informative platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
	Sub total Componente 6		\$ 830,685	\$ 238,182	\$ 178,391	\$ 187,794	\$ 263,018	\$ 867,385	\$ (36,700)	104%

Guatemalan Exporters Association

Development Division

Business Chains Program

Budgetary statement of Rural Value Chains Project



**USAID**  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO



**AGEXPORT**  
ASOCIACIÓN GUATEMALTECA DE EXPORTADORES



**Save the Children**

CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Cross-cutting components	Mitigation plan consortium	1358-Environmental sustainability	\$ 20,044	\$ -	\$ 20,044	\$ -	\$ -	\$ 20,044	\$ -	100%
	Vital Voices Guatemala	1317-Gender Equity	\$ 14,720	\$ 14,720	\$ -	\$ -	\$ -	\$ 14,720	\$ -	100%
	Food security	1318 -Food security	\$ 24,345	\$ -	\$ -	\$ 5,155	\$ 6,213	\$ 11,368	\$ 12,976	0%
	Mitigation Plans	1357- Environmental management	\$ 21,558	\$ -	\$ 326	\$ 5,474	\$ 3,172	\$ 8,972	\$ 12,587	0%
	Vital Voices Guatemala	1319 -Gender plan of the consortium	\$ 11,440	\$ 11,440	\$ -	\$ -	\$ -	\$ 11,440	\$ -	100%
	Asociación Sotz II	1322-Cultural Identity	\$ 30,000	\$ -	\$ -	\$ 19,698	\$ 10,138	\$ 29,837	\$ 163	99%
	IICA	1323-Knowledge management	\$ 88,000	\$ -	\$ 41,614	\$ -	\$ 34,274	\$ 75,888	\$ 12,112	86%
	<b>Sub total Cross-cutting components</b>		<b>\$ 210,107</b>	<b>\$ 26,160</b>	<b>\$ 61,983</b>	<b>\$ 30,327</b>	<b>\$ 53,798</b>	<b>\$ 172,268</b>	<b>\$ 37,838</b>	<b>82%</b>
Communications Area	Chains Program	1324-Strategic plan of communications - printed materials, visualization of the project	\$ 60,674	\$ 18,184	\$ 10,084	\$ 21,875	\$ 18,218	\$ 68,361	\$ (7,687)	113%
		1325-Salaries of the personnel who implementate the communications plan	\$ 36,751	\$ 10,385	\$ 7,566	\$ 6,654	\$ 9,605	\$ 34,210	\$ 2,541	93%
		1326-Results presentation of the project	\$ 67,334	\$ 646	\$ -	\$ 328	\$ 8,442	\$ 9,415	\$ 57,919	14%
	<b>Sub total communications area</b>		<b>\$ 164,759</b>	<b>\$ 29,215</b>	<b>\$ 17,650</b>	<b>\$ 28,856</b>	<b>\$ 36,265</b>	<b>\$ 111,986</b>	<b>\$ 52,773</b>	<b>68%</b>

Guatemalan Exporters Association

Development Division

Business Chains Program

Budgetary statement of Rural Value Chains Project



**CADENAS DE VALOR RURALES**  
QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO



CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Monitoring and Evaluation	Chains Program	1327- Salaries of the specialist of monitoring and evaluation and junior specialist of monitoring	\$ 64,496	\$ 15,924	\$ -	\$ 17,883	\$ 23,146	\$ 56,952	\$ 7,544	88%
		1328-Implementation of the monitoring system, field expenses	\$ 50,441	\$ 5,032	\$ 17,321	\$ 22,287	\$ 17,083	\$ 61,722	\$ (11,281)	122%
		1329-Initial baseline elaborated with INCAP	\$ 45,144	\$ 13,498	\$ -	\$ 31,466	\$ -	\$ 44,964	\$ 180	100%
	<b>Sub total Monitoring and Evaluation</b>		<b>\$ 160,081</b>	<b>\$ 34,454</b>	<b>\$ 17,321</b>	<b>\$ 71,636</b>	<b>\$ 40,228</b>	<b>\$ 163,639</b>	<b>\$ (3,557)</b>	<b>102%</b>
Administration	Chains Program	1330- Administration, Purchases, Accounting	\$ 314,252	\$ 77,940	\$ 70,568	\$ 56,851	\$ 73,567	\$ 278,927	\$ 35,325	89%
		1331- Contributin to space used by the project in Central AGEXPORT and Western branch	\$ 35,488	\$ 8,872	\$ 8,768	\$ 8,885	\$ 8,913	\$ 35,437	\$ 51	100%
		1332- Expenses of personnel functioning of the project located al central offices, Quetzaltenango y Quiché	\$ 88,265	\$ 21,842	\$ 15,787	\$ 20,143	\$ 16,534	\$ 74,307	\$ 13,959	84%
	<b>Sub total administration</b>		<b>\$ 438,005</b>	<b>\$ 108,655</b>	<b>\$ 95,122</b>	<b>\$ 85,879</b>	<b>\$ 99,014</b>	<b>\$ 388,670</b>	<b>\$ 49,335</b>	<b>89%</b>

Guatemalan Exporters Association

Development Division

Business Chains Program

Budgetary statement of Rural Value Chains Project



USAID  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

CADENAS DE  
VALOR RURALES  
QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO







AGEXPORT  
ASOCIACIÓN GUATEMALTECA DE EXPORTADORES



Save the Children

CO	Budgetary Lines	Activities	POA Budget 2016-2016	Expenses Q1 Oct - Dec 2015	Expenses Q2 Jan-Mar 2016	Expenses Q3 Apr- Jun 2016	Expenses Q4 Jul-Sept 2016	Total FY16	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Audit	PEE	1333- Audits	\$ 20,247	\$ 9,909	\$ -	\$ 4,818	\$ 7,257	\$ 21,984	\$ (1,738)	109%
	Sub total Audit		\$ 20,247	\$ 9,909	\$ -	\$ 4,818	\$ 7,257	\$ 21,984	\$ (1,738)	109%
Institutional Strengthening	PEE	1334- Administrative capacity strengthening of the institution	\$ 28,397	\$ -	\$ 28,397	\$ -	\$ -	\$ 28,397	\$ -	100%
	Sub total Institutional Strengthening		\$ 28,397	\$ -	\$ 28,397	\$ -	\$ -	\$ 28,397	\$ -	100%
Other direct costs of the project	Chains Program	1335- Institutional personnel of AGEXPORT involved in the administration and management of the consortium	\$ 79,035	\$ 19,295	\$ 20,102	\$ 16,654	\$ 21,336	\$ 77,386	\$ 1,649	98%
		1336- Furniture, equipment, and institutional vehicles of AGEXPORT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
		1337- Other direct costs (building maintenance, repair of AGEXPORT, technological support and security)	\$ 50,975	\$ 12,860	\$ 21,178	\$ 13,155	\$ 14,726	\$ 61,919	\$ (10,945)	121%
	Sub total Other direct costs of the project		\$ 130,010	\$ 32,155	\$ 41,280	\$ 29,809	\$ 36,062	\$ 139,306	\$ (9,296)	107%
Rapid Response Fund	Chains Program	This FRR will give USAID the flexibility to respond quickly and efficiently to problems or to design program activities that are not anticipated or anticipated but are in fact worthwhile under any of the components under this agreement.	\$ 51,000	\$ -	\$ -	\$ -	\$ 4,735	\$ 4,735	\$ 46,265	9%
	Sub total Rapid Response Fund		\$ 51,000	\$ -	\$ -	\$ -	\$ 4,735	\$ 4,735	\$ 46,265	9%
TOTAL RURAL VALUE CHAINS PROJECT			\$ 6,399,307	\$ 1,596,736	\$ 1,401,089	\$ 1,932,029	\$ 1,429,105	\$ 6,358,959	\$ 40,348	99%

## Annex 1: Chart of Alliances WHIP

<div> <div>Development Division Business Chains Program</div> <div>     </div> </div>							
Integration Report WHIP Alliances							
No.	Name of the Activity	USAID IP (Prime and/or Sub grantee)	USAID Project Name	Sector(s) Involved	Inter/Intrasector or (*)	Level of Integration	Link
1	Training and materials on the methodology of Rounds for Better Living	University Research Corporation URC	Nutri-salud	Food Security	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/04/2-mil-hogares-del-altiplano-se-beneficiaran-con-practicas-de-salud-y-nutricion/">http://agexporthoy.export.com.gt/2016/04/2-mil-hogares-del-altiplano-se-beneficiaran-con-practicas-de-salud-y-nutricion/</a>
2	Distribution of improved bean seed in order to increase productivity and boost a change in attitude toward increased consumption and improve protein availability	Michigan State University -MSU-	Masfrijol	Food Security	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/07/10-mil-familias-de-pequenos-productores-reciben-semillas-mejoradas-de-frijol/">http://agexporthoy.export.com.gt/2016/07/10-mil-familias-de-pequenos-productores-reciben-semillas-mejoradas-de-frijol/</a>
3	Provide productive units of minor species, training, and technical assistance	NCBA/CLUSA	Development Cooperative Project NCBA CLUSA/USAID	Food Security and Income Generation	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2015/08/agexp-ort-y-clusa-crean-alianza-para-disminuir-la-desnutricion-en-el-area-rural/">http://agexporthoy.export.com.gt/2015/08/agexp-ort-y-clusa-crean-alianza-para-disminuir-la-desnutricion-en-el-area-rural/</a>
4	Strengthen the capacities of MSMEs through training	Farmer to Farmer	Farmer to Farmer	Agriculture	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2014/07/la-division-de-desarrollo-y-farmertofarmer-en-alianza-para-fortalecer-la-horticultura-guatemalteca/">http://agexporthoy.export.com.gt/2014/07/la-division-de-desarrollo-y-farmertofarmer-en-alianza-para-fortalecer-la-horticultura-guatemalteca/</a>
5	Economic Development and Economic Policy Plans focused on SAN in 10 municipalities of the RVCP	DAI	Local Connections	Governability	Intrasector	Coordination	<a href="http://agexporthoy.export.com.gt/2015/01/agexp-ort-y-nexos-locales-en-alianza-para-fomentar-el-desarrollo-socio-economico-rural/">http://agexporthoy.export.com.gt/2015/01/agexp-ort-y-nexos-locales-en-alianza-para-fomentar-el-desarrollo-socio-economico-rural/</a>
6	Strengthen the capacities of MSMEs through the exchange of knowledge and training with experts on selected topics.	Peace Corps	Peace Corps	Agriculture	Intrasector	Collaboration	<a href="http://agexporthoy.export.com.gt/2013/06/voluntarios-del-cuerpo-de-paz-estadounidense-participan-en-encadenamientos-empresariales-de-agexport/">http://agexporthoy.export.com.gt/2013/06/voluntarios-del-cuerpo-de-paz-estadounidense-participan-en-encadenamientos-empresariales-de-agexport/</a>
7	Demonstration sites and demonstrative parcels of adaptation to climate change	Rainforest Alliance	Climate, Nature, and Communities in Guatemala	Environmental Sustainability	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/02/rvcp-y-cncg-coordinan-acciones-de-adaptacion-al-cambio-climatico-y-transferencia-tecnologica-con-productores-de-cafe/">http://agexporthoy.export.com.gt/2016/02/rvcp-y-cncg-coordinan-acciones-de-adaptacion-al-cambio-climatico-y-transferencia-tecnologica-con-productores-de-cafe/</a>
8	Measurement of carbon footprint in vegetable and coffee chains	LEDS project	Low Emission Development Project LEDS/USAID	Environmental Sustainability	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2015/03/agexp-ort-impulsa-proyecto-para-la-reduccion-de-emisiones-leds/">http://agexporthoy.export.com.gt/2015/03/agexp-ort-impulsa-proyecto-para-la-reduccion-de-emisiones-leds/</a>
9	Strengthening to the technical team and chains leaders in the areas of corn and corn field	CIMMYT	Buena Milpa	Food Security	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/01/familias-rurales-beneficiadas-con-acciones-para-la-productividad-de-cultivos-para-autoconsumo/">http://agexporthoy.export.com.gt/2016/01/familias-rurales-beneficiadas-con-acciones-para-la-productividad-de-cultivos-para-autoconsumo/</a>
10	Creation of local economic development plans	Local Connections	Local Connections	Governability	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2015/01/agexp-ort-y-nexos-locales-en-alianza-para-fomentar-el-desarrollo-socio-economico-rural/">http://agexporthoy.export.com.gt/2015/01/agexp-ort-y-nexos-locales-en-alianza-para-fomentar-el-desarrollo-socio-economico-rural/</a>
11	Reducing risks to climate change	The Nature Conservancy	Climate, Nature, and Communities in Guatemala	Environmental Sustainability	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/02/rvcp-y-cncg-coordinan-acciones-de-adaptacion-al-cambio-climatico-y-transferencia-tecnologica-con-productores-de-cafe/">http://agexporthoy.export.com.gt/2016/02/rvcp-y-cncg-coordinan-acciones-de-adaptacion-al-cambio-climatico-y-transferencia-tecnologica-con-productores-de-cafe/</a>
12	Improve knowledge in integrated pest management and phytosanitary conditions	USDA	USDA PAPA	Agriculture	Intersector	Collaboration	
13	Improving conditions of food security and nutrition for families	FANTA (Food and Nutrition Technical Assistance III Project) (alliance in process)	FANTA	Food Security and Income Generation	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2016/03/promotoras-comunitarias-y-supervisoras-fortalecen-estrategias-para-mejorar-la-alimentacion-y-nutricion-materno-infantil-en-el-occidente/">http://agexporthoy.export.com.gt/2016/03/promotoras-comunitarias-y-supervisoras-fortalecen-estrategias-para-mejorar-la-alimentacion-y-nutricion-materno-infantil-en-el-occidente/</a>
14	Counseling on hygiene and nutrition topics to partner families of the chains	Save The Children Guatemala	PAISANO	Health and Food Security	Intersector	Collaboration	<a href="http://agexporthoy.export.com.gt/2013/07/el-comite-de-coordinacion-departamental-de-socios-de-usaid-en-quiche-efectua-plan-de-accion-comunitario-unificado/">http://agexporthoy.export.com.gt/2013/07/el-comite-de-coordinacion-departamental-de-socios-de-usaid-en-quiche-efectua-plan-de-accion-comunitario-unificado/</a>



## Annex 2: Other Alliances

Development Division

Business Chains Program

Annex: RVCP Alliances with Results

Actualized 27.10.2016

No.	Type of Alliance	Name of the entity	Project or program which it executes	Objective	Scope and/or results
1	Private Sectors	FUNDESA	Board of public policies of Alliance for Nutrition	Spaces for discussion, analysis and incidence of the health sector.	Board of private sector leaders chaired by Alvaro Castillo of CBC, and discussions on progress and monitoring of the Ministry of Health and Public Policies of the Ministry of Health.
2		Vista Volcanes, S.A.	Integral Projects of protected crops	Alliance of inter-institutional cooperation and learning, exchange of information and strengthening of value chains, to improve, verify and make feasible the issues of productive development and rural food security.	There are 20 RVCP technicians trained in crop issues under cover, fertirrigation and bio-pesticides.
4		AGREQUIMA	Campo Limpio Program/ Safety program	Strengthen waste management in linkages and promotion of technologies and generate capacities in the management of Good Agricultural Practices and Manufacturing.	A program of collection of empty containers for the departments of Quiché and Quetzaltenango was carried out to schedule the collections on a bimonthly basis. The first phase of the program was carried out in May 2016 with the collection of agrochemical containers in the Quiché area, where it was possible to collect approximately 3,000 containers of agricultural use, which will be recycled according to AGREQUIMA methodology. At the same time, 83 organizations have been involved that have had access to training events on agrochemical management and collection of pesticide containers. The route for the department of Totonicapán, is in management. The commitment of AGREQUIMA is to continue collecting bimonthly the agrochemical containers of the MSMEs.
1		EXPOMUEBLE Committee, COFAMA	EXPOMUEBLE Fair	Participation in EXPOMUEBLE, to generate commercial contacts, direct sales, and purchase orders. (Participation of TZALBAL and COPIMARI).	1) Direct sales were generated during the event for an approximate of Q5,200.00. 2) The generation of a product purchase order for Q10,000.00 was achieved by a reputed restaurant with which a business relationship will begin, which has potential for future purchase orders. This alliance allows the artisans of the organizations to know the market more directly.
2		Pueblo Real / Guate a Mano	Festival of Art and Design	Participation in "Festival of Art and Design" in Tecpán, Chimaltenango. Exhibition and direct sale of products.	The participation of the organizations ASDECO and the AGROS Foundation was achieved. The main results of these promotional events are the generation of business contacts to establish future business relationships, direct sales during the event and purchase orders.
3		National Association of producers of deciduous fruits - ANAPDE-	Technical Assistance Program	Improvement of the producer's standard of living, generating employment and contributing to the economic development of its regions	Technical assistance to 6 producers of deciduous fruits in Chichicastenango and linking to markets, support in certification and legal certainty.
4		Legal and Social Services -SERJUS-	Business Development Program	Training for capacity building	10 Women were trained and improved their technique in the handling of pedal looms.
5		CBC	CRECE	Diversification in the income generation of women	Nutritious drink "Creceer" as a product to sell in the store and generate income. They strengthened some local stores.
6		Las Gravileas Training Center	Training	Strengthen and promote the transfer of technical knowledge to rural women, favoring the generation and diversification of income	Training of women with waist loom and bakery and in business plan. They could give them raw material so that women could work.
7		ASOPUENTE	Models of savings and loans	Transfer of knowledge to implement savings and credit models.	Accompaniment and training to 25 chains in the model of savings and loans to contribute to the initiative of "women capitalized", this in order to strengthen and empower women in the chains.

No.	Type of Alliance	Name of the entity	Project or program which it executes	Objective	Scope and/or results
8	Public Sector	Technical board of MAGA	Building agenda for agriculture	High-level discussion space with Minister and representatives of European Cooperation, USAID and private sector analysis and advocacy for the agricultural sector on issues of family agriculture, technologies for adaptation to climate change, irrigation and others.	Several meetings of coordination with the Minister to press for strategic investments for value chains and productive infrastructure irrigation and collection, are participating: European Union, FAO, Israeli Ambassador, IICA, Fundasistemas, Anacafé and cooperative sector.
		Ministerio de Desarrollo Social	Artesano Scholarship program	Support through conditional cash transfers to families of the chains. The condition of the transfers is the participation in the training of productive, food security and leadership issues.	Agreement signed by 2,000 conditioned scholarships of Q1,200 c / u, to total a total of Q 2.4 million, expected to be delivered during the month of November 2016. This investment will be directed to the same turnover of business, productive training.
9		SESAN-MAGA	Availability and Family Subcommittee of Economy of the Presidential Commission for the Reduction of Chronic Malnutrition	Coordinate the whole issue of availability and Home Economics of the Presidential Commission for the Reduction of Chronic Malnutrition	The first meeting was held and a roadmap was being established with the new government. MAGA-SESAN, Ministry of Finance, MAGA Minister's advisers and the USAID Policy Project participate.
10		Municipality of Concepción Chiquirichapa	Economic development projects for the potato, crafts, and other sectors.	Establecer mecanismos de cooperación para fortalecer la coordinación que promueva Políticas, planes, programas y proyectos de desarrollo económico del municipio de Concepción Chiquirichapa, Quetzaltenango.	Se desarrollarán acciones que contribuyan al fortalecimiento de la competitividad de la agro cadena de la papa del municipio, en particular dinamizar los servicios que el centro de mayoreo de la papa presta a sus socios y fomentar a través de parcelas demostrativas, el uso de semilla certificada de papa. 8 organizaciones cuentan con área exclusiva para la comercialización de su cultivo de papa y harán uso del centro de lavado. Se aprobó, por parte de USAID, un fondo de \$US \$30,321 para desarrollar un proyecto conjunto con esta municipalidad, quien aportará \$25,769.23, y los productores \$6,064.
11		Municipality Corporation of Cunén	Programa de Desarrollo Económico Local	Facilitación de Instalaciones para taller de elaboración de telas típicas	La Corporación Municipal de Cunén habilitó un salón comunal que funciona como un taller de producción textil, el cual es necesario por el volumen de producción de la organización y para mejorar las técnicas de producción lo cual impacta directamente en la generación de ingresos para las artesanas.
12		Municipality of Uspantán	Strengthening technical capacities	To stimulate the economic development of the municipality through the strengthening of technical capacities, transfer of technology and exchange of experiences.	Training for the technical assistance staff of the agricultural office, on plant health issues of peas and green beans and the environment and climate change.
13		MAGA	DeFruta (department of MAGA)	Agronomic management of deciduous fruit trees at Chichicastenango	Training to producers of 6 organizations on agronomic management issues of peach and apple plantations.

No.	Type of Alliance	Name of the entity	Project or program which it executes	Objective	Scope and/or results
14	WHIP	University Research Corporation URC	Nutri-Salud	<p>1) To develop strategic actions and exchanges of experiences that allow to join efforts to contribute to the reduction of the indices of food and nutritional insecurity.</p> <p>2) Implement the "Better Living Practices Wheel" as a joint action in support of actions that contribute to the reduction of chronic malnutrition in children and improve the health of pregnant women and children under 2 years of age.</p>	<p>1) 26 promoters and 4 SAN supervisors of the RVCP project trained in the methodology of the Rounds of Practice for Better Living.</p> <p>2) 85 chains applying the methodology attending approximately 1,027 families belonging to the window of 1,000 days, with the Rounds of Practices for Better Living</p> <p>3) 1,257 families receiving counseling and sessions in the theme of the Rounds of Practices for Better Living, they are expected to receive the blanket during the month of November</p>
15		Michigan State University - MSU-	PROYECTO MASFRIJOL (USAID)	Inter-institutional cooperation and the strengthening of value chains by providing improved bean seed accompanied by specialized technical assistance in order to increase productivity and promote a change in attitude towards greater consumption and improve the availability of protein in participating families in the RVCP.	<p>1) During the years 2014-2016 has reached 12,400 families with improved bean seed.</p> <p>2) 620 qq of improved seed distributed to the families of the chains.</p> <p>These families are receiving technical assistance to ensure the correct management of the seed through the technicians of the RVCP.</p>
16		The Cooperative League of the United States of America - NCBA CLUSA-	Project implementation of units of animal protein production	Strengthening to provide 500 productive units of smaller species, training and specialized technical assistance with the purpose of increasing the availability of food and a greater consumption of animal protein specifically in the families of value chains linked to the Rural Value Chains project. Form of secondary income for women in the communities, which supports improving the diet of families.	300 families of business chains El Quiché, Totonicapán and Quetzaltenango, already have productive units of animal protein. Vital Voices is already working on the installation of laying huts in 4 communities (2 in the Queen's area and 2 in Cunén), Quiché department, which will be managed by the Organizers.
17		Farmer To Farmer	Farmer to Farmer Guatemala	Strengthen the capacities of MSMEs through the training provided by experts on specific topics.	<p>1) 2 organizations benefiting from specialized technical assistance through the program of voluntary experts (ANAPDERCH and AGROSIXIL).</p> <p>3) At the moment, the request for support for the onion chain is being processed, which is made up of 13 organizations representing 470 beneficiary families. The priority themes are: Improvement of production, integrated pest and disease management, And post harvest management.</p>
18		Local Connections	Local Connections	Cooperation and active collaboration between the participants with the purpose of establishing the joint conditions of collaboration and coordination between the Local Nexos Project and the RVCP.	Local connections are in the process of developing the Economic Development and Economic Policy Plans in 10 municipalities of the RVCP, AGEXPORT provides information, contacts and participates in the chapter of Economic Development of the municipality where the intention is to integrate the communities participating in the RVCP

No.	Type of Alliance	Name of the entity	Project or program which it executes	Objective	Scope and/or results
19	WHIP	USDA	Diverse Projects	Promote joint projects for strengthening, exchange of knowledge, good training practices in the development of economic opportunities and identification of commercial opportunities to boost economic development and youth entrepreneurship.	This alliance has not been able to advance as expected due to the weakness of the networks of young people who do not achieve the minimum to start productive activities under the RVCP.
20		Peace Corps	Peace Corps Guatemala	Collaborate in the Rural Value Chains project to recruit and select Peace Corps Volunteers with technical skills, language skills, regional professional experience, and service capacity to support organizations linked to RVCP.	During the years 2014-2015, 5 volunteers from the peace corps were accompanied to strengthen an equal number of organizations in matters of productive processes, certifications and food security. One of several successful cases of this implementation was that the Rabinal Vargas Association was successfully certified in Global G.A.P. Process accompanied by a volunteer of the peace corps and technicians of the RVCP.
21		The Nature Conservancy	Climate, Nature, and Communities in Guatemala - CNCG-	Develop actions of common interest that contribute to reduce the risks of the impacts of variability and climate change in private companies and rural organizations.	Four demonstration sites were carried out to adapt to climate change in rural value chains in Asociación Chajulense, COPECAFE, ASODINE and the chain of Cebolla in Sacapulas where more than 100 parcels demonstrating adaptation to climate change were implemented. 120 people were trained as Master Producers
26		Save The Children Guatemala	PAISANO Project	Complementing food security actions to families served in the municipalities of coincidence for both projects.	Counseling actions on hygiene and nutrition issues continue to be implemented in the families of the C2 chains located in the municipalities of Chichicastenango, Chajul, Cunén and Uspantán.
27		USDA	IDEA project	Complement actions that are taken care of in projects ideas in the schools attending to children of producers members of the chains. Families who have children of school age in matters of improvement of education, pedagogical techniques and in the provision of food to improve the nutrition of children and the family.	Strengthening the feeding of the children of the producers settled to the community schools and access to education, is currently coordinating in 5 communities with an equal number of groups producing of papá and vegetables in Nebaj, Cunén and Uspantán.
22		USADA	USDA PAPA project	Improve knowledge in integrated pest management and phytosanitary conditions	40 agricultural technicians were trained in integrated pest and disease management in snow peas and French green beans.
29		Popoyan (alliance in process)	MIP Futuro	Field tests on bio-pesticides	El documento de convenio se encuentra en proceso de revision por parte de POPOYAN Las actividades que se desarrollaran son: 1. Capacitación de 20 tecnicos del RVCP en los paquetes tecnologicos de bioplaguicidas. 2. Implementacion de 20 parcelas demostrativas con paquetes tecnologicos de bioplaguicidas MIPFUTURO. 3. Capacitacion a 20 Agricultores Maestros con el objetivo de multiplicar en campo el conocimiento de bioplaguicidas dentro de las cadenas de valor.
23		FANTA (Food and Nutrition Technical Assistance III Project)	FANTA	Improvement of the food security and nutrition conditions of families, in addition to strengthening the capacities of the technical team.	A first training workshop was held entitled "Agriculture and Nutrition: Challenges and Opportunities to Improve Maternal and Child Nutrition and Feeding in the Western Highlands", in which 17 promoters and 4 SAN supervisors participated to strengthen capacities, Knowledge and skills of the staff that performs the counseling process with the families of the chains.
31		Low Emissions Development project/USAID	Proyecto LEDS	Measurement of carbon footprint in vegetables and coffee to establish activities that improve the efficiency of production processes and can be used as a tool to position products in selective	The plan for the measurement of carbon footprint in vegetable and coffee chains has been developed. Carbon emissions will be analyzed as an indicator of efficiency from the point of view of climate.
32		CIMMYT	Buena Milpa	Fortalecimiento al equipo técnico y líderes de encadenamientos en temas de selección masal, manejo post cosecha y herramientas tecnológicas para el monitoreo en campo.	The first and second training module for RVCP technicians was carried out in Good Practices of maize seed selection. Field training replicates are being planned directly with producers where approximately 1,000 new trained producers will be reached.

No.	Type of Alliance	Name of the entity	Project or program which it executes	Objective	Scope and/or results
24	Alliance international organism	FAO	Projects throughout the country prioritizing issues of food security, environmental sustainability and agriculture	Creation and consolidation of an alliance of inter-institutional cooperation, exchange of information and strengthening of value chains to contribute to sustainable productive development, food security and others.	1. Joint actions will be developed to support organizations for income generation in the Ixil area (Nebaj, Chajul and Cotzal). 2. The chain of the potato in the department of Quetzaltenango will be analyzed jointly with the intention of collaborating in the development of the strategic plan in alliance with the municipality of Concepcion chiquirichapa. Currently they are in the process of making diagnoses.
25	Sector Academia	Rafael Landivar University	Internships with professionals in the area of design	Create new designs with export quality to be used in the crafts developed by the organizations linked to the project.	3 professionals in the design area are in the process of creating new designs. 30 new designs created for craft organizations.
35		Mesoamerican University	Integrated practices in the area of design	Creation of new designs of artisanal products with export quality.	Goal: Creation of 5 new designs for artisan chain of the municipality of Concepción Chiquirichapa in Quetzaltenango.
26		Del Valle University	Involved departments in Rural Development	Technical assistance with production models	Technical assistance to strengthen 10 organizations in the implementation of productive models directed and implemented with groups of women.

**Annex 3: Sales in US \$ corresponding to the quarter July-Sept 2016 Component 1 RVCP**

	CODE	CHAIN	AGRICULTURAL CROP	TOTAL SALES
1	C1-01	CHAJULENSE I	COFFEE	\$400,025.50
2	C1-02	CHAJULENSE II	COFFEE	\$427,691.47
3	C1-03	ADIP	FRENCH GREEN BEAN	\$7,177.13
4	C1-08	PROGRESAR	FRENCH GREEN BEAN	\$56,184.34
5	C1-11	AIDA	FRENCH GREEN BEAN	\$41,244.05
6	C1-12	ADECIGUA	FRENCH GREEN BEAN	\$42,559.88
7	C1-25	AIPO	SEED OF PATOTOE	\$9,415.54
			POTATOE	\$42,909.96
8	C1-37	ADECHIQ	POTATOE	\$80,526.32
9	C1-38	ADIAGRO	TOMATO	\$10,657.89
10	C1-39	CORCI	PEA GRAIN	\$34,139.78
			SUCHINI SUNBURTS	\$2,669.92
			SUCHINI ANINT	\$14,889.12
11	C1-40	GRUPO SICALBE	TOMATO	\$17,052.63
12	C1-46	ASODIAZ	FRENCH GREEN BEAN	\$62,096.68
			PEA GRAIN	\$11,882.72
13	C1-47	EL PALMAR	FRENCH GREEN BEAN	\$17,899.94
14	C1-49	ASPROCHIT	FRENCH GREEN BEAN	\$4,573.85
15	C1-54	EL CAMPESINO	FRENCH GREEN BEAN	\$9,721.68
16	C1-55	EL AGUILA	FRENCH GREEN BEAN	\$30,599.74
17	C1-56	ALFA Y OMEGA	FRENCH GREEN BEAN	\$20,644.28
18	C1-57	RIO PAJARITO	ONION	\$14,605.26
19	C1-58	SALINAS MAGDALENA	ONION	\$15,789.47
20	C1-59	TIERRA CALIENTE	ONION	\$15,394.74
21	C1-60	APUCI	ONION	\$17,368.42
<b>TOTAL</b>				<b>\$1,407,720.31</b>



**Annex 4: Legalized MSMEs component 2 RVCP**

<b>No.</b>	<b>Name of MSME</b>
1	Association of Exporters of Agriculture and Livestock Monterrico Zona Reina. (ASODEXSA), located in the municipality of Uspantán, Department of Quiché.
2	Monte María Integrated Development Association. (ASODIM), located in the municipality of Chicamán, Department of Quiché.
3	Association of Agricultural Producers El Caracolito. (ASOPRAC), located in the municipality of Uspantán, Department of Quiché.
4	Association of Agricultural Producers of Sicache. (ASOPASI), located in the municipality of Uspantán, Department of Quiché.
5	Association of Peaches Canton Rio Camanibal. (AMERCA), located in the municipality of Chichicastenango, department of Quiché.
6	Sower women Vision of Aldea La Victoria. (ASEVI), located in the municipality of San Juan Ostuncalco, department of Quetzaltenango.
7	Association Action for Integral Development. (AADI), located in the municipality of Concepción Chiquirichapa, department of Quetzaltenango.
8	Association of producers of integral development - APDI - located in the municipality of Uspantán, department of Quiché.



## Annex 5: Table 3. Environmental Monitoring

### C. Evaluation chart, monitoring, and follow-up of vegetables (Chart 3)

**Type of Project:** Agricultural production directed to vegetable production RVCP

**Name of the Project:** RVCP

**Implementing Organism:** AGEXPORT

**Name of the location:** Quiché, Totonicapán y Quetzaltenango

**Size of the project:** 747 Hectares of vegetables, 96 organizations

**Closer Communities:**

**Senior Manager of the Project:** Ivan Buitrón **Monitor:** Julio Domínguez

**Monitoring period:** 2015 - 2016 **Date of monitoring:** 30/09/2016

No.	Description of the Measure of Mitigation (Vegetables and Fruit orchards)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
1	Build on demonstration plots and train farmers on the correct and complete construction and use of pesticide mixing zones and	Technicians and promoters of FEDECOAG, AGEXPORT and SCF, with vegetable-producing	# Of trained producers  # Of biological beds built to	Develop checklists according to standards  Verify on	Quarterly	\$ 200 per organization.  AGEXPORT: Demonstrative parcels	30/09/2016		High  2663 producers trained on the correct and	High  2663 producers trained on the correct	



	biological beds (Biodeps). Ensure the supply of water to wash and rinse spray equipment, that the protective walls are built and are located at a correct distance from the bodies of water.	organizations	standards	demonstration parcels, if construction complies with standards according to checklist		implemented, including biological beds (\$ 100 each)			complete construction and, on usage of pesticide mixing zones and biological beds (Biodeps)  523 biological beds in 96 organizations, built according to construction standards at specific sites for the use of several producers	and complete construction and on usage of pesticide mixing zones and biological beds (Biodeps)  523 biological beds built according to construction standards in specific sites for the use of several producers	
2	Train producers on PERSUAP of the RVCP project and the amendment for new crops (apple, pear, peach, green pepper and jalapeno). Special emphasis is needed on integrated pest management (IPM) and identification of which pesticides are	Technicians of FEDECOAG, AGEXPORT y SCF	# Of trained producers  # Of producers implementing safe usage practices	Training list  Reports of technicians and promoters on practices implemented in the field (checklist)	Quarterly Reports	\$ 200 per organizations	30/09/2016		High  3272 producers were trained on various issues of PERSPAP from the RVCP project for new crops,	high  7604 producers trained in various PERSUAP issues from the RVCP project for new crops,	



	allowed for different crops								with emphasis on integrated pest management (IPM)	with emphasis on integrated pest management (IPM)	
									3272 producers implemented practices of safe usage of agrochemicals according to training received	6845 producers implement practices of safe usage of agrochemicals according to the training received, 90% of the partners	
3	Train producers on integrated pest management practices (IPMs) for pest control in their vegetable crops in accordance with the project's PERSUAP and new crop amendment. (Until PERSUAP for new crops is approved, the project will not	Technicians of FEDECOAG, AGEXPORT y SCF	# Of producers implementing integrated pest management (IPM)	List of trainings  Reports of technicians and promoters on practices implemented in the field  (check list)	Quarterly Reports	No additional costs  Incorporated in the project and in the training on PERSUAP	30/09/2016		High  4764 trained producers and implementing integrated pest management (IPM) practices in their production	High  6845 trained producers and implementing integrated pest management (IPM) practices in their	



	promote pesticides in these crops, however, it will continue to promote Good Management Practices (GMPs), Good Agricultural Practices (GAPs) and Integrated Pest Management (IPM)								units.	production units.	
4	Train producers in the use of personal protective equipment (PPE) while using pesticides. (When an official EPP outfit is not available, identify with farmers ways to adapt common items such as PPE, including plastic lining to cover the torso and plastic bottles for face protection, etc.)	Technicians and promoters of FEDECOAG, AGEXPORT, SCF	# Of trained producers and using PPE	Review of training and verification records in the field	Annually, before application of pesticides	\$ 200 per organization	30/09/2016		High  3242 producers were trained and make correct use of personal protective equipment (PPE)	High  3242 producers trained on the usage of PPE and make correct usage of personal protective equipment (PPE)  90% (6845) of vegetable producers make adequate usage of PPE equipment  The RVCP	



										has delivered 861 PPEs to 96 organizations with the aim of promoting its usage.	
5	Train associations to promote and communicate permitted product listings, set out in the PERSUAP	Technicians and promoters of FEDECOAG, AGEXPORT, with producer organizations	# Of associations / trained producer groups	Compare pesticide lists provided with products in use	Annual	\$ 25 per organization	30/09/2016		High	96 vegetable producers' organizations are aware of the permitted products established in the PERSUAP.	High 96 vegetable producers' organizations are aware of the permitted products established in the PERSUAP.
6	Develop solid waste management practices with producers or producer groups. Such as, coordinate the services of collection and disposal of containers (eg collection of Agrequima where this service is	Technicians of FEDECOAG, AGEXPORT with the producing organizations	Number of producers trained in solid waste management practices	Verification of practice with the producer	Quarterly	AGEXPORT: \$ 14,000 for the implementation of a solid waste management pilot program (for coffee and fruit orchards)	30/09/2016		High	3373 producers trained in solid waste management practices	High 3373 producers trained in solid waste management practices
									96		96





available) or establish wells designed appropriately for the disposal / burial of solid (inorganic) waste within the plots. (Do not burn waste)									<p>organizations carry out the management of solid waste from containers of plant protection products</p> <p>It has an alliance with AGREQUIMA with routes established in the area of influence of the RVCP for the collection and final disposal of empty containers of plant protection products</p> <p>170 empty packing centers located in 92 chains</p>	<p>organization s carry out the management of solid waste from containers of plant protection products</p> <p>It has an alliance with AGREQUIM A with routes established in the area of influence of the RVCP for the collection and final disposal of empty containers of plant protection products</p> <p>170 empty packing centers located in 92</p>	
---	--	--	--	--	--	--	--	--	--	---	--



										chains	
7	Place organic compost heap piles at least 20 meters away from bodies of water and ensure that they are protected from rain and strong winds, which are not located on plains prone to flooding and that runoff will not contaminate crops or Water for irrigation (eg, where necessary, planting strips of vegetation to help capture potential runoff from compost piles).	Technicians and promoters of FEDECOAG, AGEXPORT, SCF with teachers producers and producers	# Of meters between compost piles and bodies, or water sources	Create compost piles specifications checklists.  Apply checklists for each parcel visited.	Quarterly	No additional costs	30/09/2016		High  Of the 178 compost piles, 100% are adequately spaced apart from water sources	High  Of the 178 compost piles, 100% are adequately spaced apart from water sources	
8	Locate latrines at least 30 m from bodies of water or water sources for human use. Ensure that they are built above the water table and down the wells or water sources. Ensure that the construction and location of latrines comply with USAID ENCAP <sup>2</sup>	Technicians and promoters of FEDECOAG, AGEXPORT, SCF	# of constructed latrines that meet the standards of USAID ENCAP Illustrated Field Guide	Technicians and promoters applying USAID ENCAP Field Illustrated Guide to each constructed latrine	Application of the checklist of the illustrated field guide, during the design and construction of the latrine	No additional costs	30/09/2016		High  391 latrines implemented and 100% complying with the standards of the USAID ENCAP field guide	High  391 latrines implemented and 100% complying with the standards of the USAID ENCAP field guide	If new latrines are implemented, the USAID ENCAP field guide should be used



	standards										
9	Train producers on good management practices for water conservation in irrigation systems, such as the best times for irrigation (eg, early morning or late afternoon), to identify and immediately repair Leaks, to identify signs of excess or poor irrigation, and soil conservation methods to be applied to irrigation plots that help retain soil moisture (mulch, green manures, incorporation of organic matter, etc.)	Technicians of FEDECOAG, AGEXPORT, SCF	# Of producers with irrigation training  # Of parcels with soil conservation methods	List of trainings  Technicians and promoters verify the practices implemented in the field	Quarterly and during irrigation	AGEXPORT \$ 7,800 irrigation water management for 16 organizations	30/09/2016		High  1118 trained producers on good management practices for water conservation in irrigation systems.  2248 chords (98 hectares) with implementation of soil conservation practices	High  1118 trained producers on good management practices for water conservation in irrigation systems.  2248 chords (98 hectares) with implementation of soil conservation practices	
10	Strengthen (through training) the irrigation management committees or form a new one when these do not exist	Technical personnel of the projects, when applicable	Committees (or appropriate organizations) formed  Number of trained irrigation	List of trained irrigation managers	Annually	Included in #9	30/09/2016		High  21 irrigation committees formed which serve 24 organizations	High  21 irrigation committees formed which serve 24 organizations	



			managers						92 trained producers from 24 organizations that make up the irrigation committees	92 trained farmers from 24 organization s that make up the irrigation committees	
11	<p>Locate the macro-tunnels and greenhouses where they will not be damaged by strong winds or heavy rains.</p> <p>To locate the macro-tunnels and greenhouses in flat terrain, with slopes less than 12%, taking into account the appropriate soil conservation measures based on the characteristics of the soils where they will be located.</p> <p>The amount of leveling required should be minimal. Areas should be located away from water flows to</p>	Technicians and promoters of FEDECOAG, AGEXPORT, SCF with vegetable producers	<p># Of macro-tunnels built on slopes less than 12%</p> <p># Of macro-tunnels with signs of erosion</p>	Verification on site	Quarterly	Included in technical assistance	30/09/2016		<p>High</p> <p>In 20 demonstrative parcels have been built macro-tunnels to promote this technology, 100% built on slopes less than 12%</p> <p>There is no evidence of erosion anywhere.</p>	<p>high</p> <p>In 20 demonstrativ e parcels have been built macro tunnels to promote this technology, 100% built on slopes less than 12%</p> <p>No erosion is evident anywhere</p>	



	prevent soil movement and erosion										
12	Apply the illustrated USAID field guide: Construction to all small-scale small-scale infrastructures built: collection centers, macro-tunnels, and greenhouses, to ensure that they are not generating impacts. Take corrective actions when impacts are identified.	Technicians and promoters of FEDECOAG, AGEXPORT, SCF	# Of negative responses per site  # Of positive responses per site  In case of positive responses, mitigation corrective measures implemented	Technicians and promoters using the illustrated field guide for the construction of USAID ENCAP	Annually	Unforeseen costs of corrective actions	30/09/2016		High  Seven new infrastructures have been implemented applying USAID Field Illustrated Guidance  100% negative responses	High  14 infrastructures applying USAID illustrated field guide  100% negative responses	
13	Train producers on occupational health and safety practices	Technicians from FEDECOAG, AGEXPORT, SCF	Number of trained producers implementing practices	Review the training lists and carry out field verification visits.	Visits to sites	\$ 200 per organization	30/09/2016		High  1679 producers of organizations with trained product processing centers and implementing occupational health and safety practices	High  1679 producers of organizations with trained product processing centers and implementing occupational health and safety	



										practices	
14	Develop a standardized land use registration form for the RVCP for each agricultural value chain	FEDECOAG and AGEXPORT	Validated report form, containing information on land use collected in the medium term	Review reporting forms / data collection formats used by certified organizations.  Develop new forms with all implementing partners	Once	No additional costs	30/09/2016		High  2293 parcels of vegetable producers have been geo positioned with information of the current land usage	High  7604 parcels of vegetable producers have been geo-positioned with information on current land use	
15	Ensure that model parcels (master producers and parcels) reflect the complete and correct application of soil conservation practices in vegetable crops (eg, sowing to outline, construction of ditches, living or dead barriers, mulching, cover crops) and the mitigation measures and good practices promoted by the project.	Technicians and promoters of FEDECOAG, AGEXPORT, SCF	Best practices modeled on each parcel  Best practice design element checklists per parcel	Create best practice checklists  Verification in model parcels  Include photos in field visit reports	Quarterly	AGEXPORT: \$ 30,000 as part of the model parcel	30/09/2016		High  50 model parcels of master producers located in 40 organizations reflect the correct application of best practices in soil and crop management.	High  50 model parcels of master producers located in 40 organizations reflect the correct application of best practices in soil and crop management.	





16	Recruiting / developing producers' teachers, both men and women, from different age groups (young, middle-aged, elderly)	Technicians and promoters of FEDECOAG, AGEXPORT	Gender and age of producers' teachers	Registry information for farmers' teachers	Commitment of producers' teachers to develop their role	Included in #5	30/09/2016		high  104 teachers trained producers, 96 are men and 8 are women	high  104 teachers trained producers, 96 are men and 8 are women	
17	Publish institutional project materials with enough pictographs to aid in learning for producers who cannot read	FEDECOAG, AGEXPORT	# Of organizations with materials	Published materials	Annually	\$ 2,000 total	30/09/2016		High  93 vegetable-producing organizations have pictographic materials that facilitate the learning of producers who cannot read	High  93 vegetable-producing organizations have pictographic materials that facilitate the learning of farmers who cannot read	
18	Incorporate organic waste into regular compost and lombricompost systems. Earthworm containers must have solid bottoms and sides closed. Farmers must be trained to handle earthworms, being diligent in monitoring their confinement so that they do not escape the environment.	Technicians and promoters of ANACAFE, FEDECOAG, AGEXPORT	# Of trained producers using suitable lombricompost containers	Training registration	Quarterly	Included in technical assistance  Materials provided by the producer	30/09/2016		Low  340 producers trained to prepare lombricompost with suitable containers		



### III.C. Chart of Evaluation, monitoring, and environmental follow-up of Coffee (Chart 3)

<b>Type of Project:</b>	Agricultural production directed to coffee production	
<b>Name of the Project:</b>	RVCP	
<b>Implementing Organism:</b>	AGEXPORT	
<b>Name of the location:</b>	Quiché, Totonicapán y Quetzaltenango	
<b>Size of the project:</b>	2,820 hectares of coffee (9 organizations of coffee producers)	
<b>Closer Communities:</b>		
<b>Senior Manager of the Project:</b>	Iván Buitrón, Director	
		<b>Monitor:</b> Julio Domínguez
<b>Monitoring period:</b>	2015-2016	<b>Monitoring Date:</b> 30/09/2016

No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
1	Update all pesticides and training materials and integrated pest management (IPM) technical	Technicians of ANACAFE, FEDECOCAGUA, and AGEXPORT	Guides / updated training plans	Check list	Once for each set of manuals / training materials	Cost per hour of personnel to review and update materials	30/09/2016		High  7 organizations have current	High  7 organizations have current	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	assistance to adhere to the findings of the PERSUAP programmatic evaluation for the Latin American and Caribbean region (LAC) (LAC-IEE-15-05)								organic certification, which, under its protocol, requires updated training plans according to the regulations.	organic certification, which, under its protocol, requires updated training plans according to the regulations.	
									2 organizations with conventional coffee have 50 trained producers' partners on the subject of training plans.	2 organizations with conventional coffee have 50 trained producers' partners on the subject of training plans.	
2	Annual training on the use and safe management	Technicians of ANACAFE, FEDECOCAGU	Number of producers trained	List of participants in training on	Quarterly Reports	\$ 200 per organization	30/09/2016		High 203 of	High 2264 of	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	of agrochemicals, including the use of personal protective equipment (PPE) and Integrated Pest Management, according to the programmatic evaluation of PERSUAP for LAC of January 2015 (LAC-IEE-15-05).  Emphasis should be placed on IPM and the identification of pesticides that are allowed and for which plants (crops).	A, and AGEXPORT	implementing the practices of PERSUAP	PERSUAP.  Reports of technicians / promoters on the practices implemented in the field. (Checklists)  Annual verification by AGEXPORT and ANACAFE					producers implementing different practices of subjects of PERSUAP	producers implementing different practices of subjects of PERSUAP	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
3	Provide to producers / associations, lists of approved pesticides, in accordance with the programmatic evaluation of PERSUAP for LAC of January 2015 (LAC-IEE-15-05)	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT	List of pesticides approved by organization	Check receipt of lists by each organization	Annually	\$ 25 per organization	30/09/2016		high  7 organizations with list of approved organic pesticides  2 organizations with list of pesticides approved	high  7 organizations with list of approved organic pesticides  2 organizations with list of pesticides approved	
4	Train producers in the use of PPE during the use of pesticides. (When an official EPP outfit is not available, identify with producers ways to adapt common items such as PPE, including plastic lining to cover the torso and plastic bottles for face	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT	Number of producers trained and using PPE	Review of training and verification records in the field	Quarterly	\$ 200 per organization	30/09/2016		High  319 new producers trained and using PPE personal protective equipment	High  2264 coffee producers of which 90% use PPE appropriately	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	protection, etc.)										
5	Train associations to promote and communicate permitted product lists, set out in the PERSUAP	Groups of producers with ANACAFE, FEDECOCAGUA, and technical personnel and promoters.	Number of associations / groups of trained producers	Compare pesticide listings provided with products in use	Annual	None	30/09/2016		High 6 coffee producing organizations with allowed product listings	High 9 coffee producing organizations with allowed product listings	
6	The usage of herbicides will not be recommended, but weed cutting will be promoted manually, as well as the use of "plating", which leaves 10 centimeters of the plants in place without eliminating them, to reduce erosion and favors the absorption of	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT	Percentage of producers using <i>chaporro</i> and non-herbicides.	Field verification	Quarterly		30/09/2016		High 100% of 7 organizations use manual methods of weed control according to their organic certification  1 organization	High 100% of 7 organizations use manual methods of weed control according to their organic certification  1 organization	





No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	rainwater.								of conventional coffee producers incorporated in their management plans Non-usage of herbicides	of conventional coffee producers incorporated in their management plans Non-usage of herbicides	
7	Build on the demonstration parcels and train producers on the correct and complete construction and use of pesticide mixing zones and biological beds. Ensure the supply of water to wash and rinse spray equipment, that the protective walls are built and are located at a correct distance	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT	Percentage of trained producers.  Number of biological beds built by standards.	Develop checklists according to standards  Verify, on a sample of parcels, whether the construction meets the standards according	Quarterly	\$ 200 per organization.  AGEXPORT: Demonstrative parcels implemented, including biological beds  (At \$ 100 each)	30/09/2016		Medium  10% of the producers (226) trained in this issue.  18 biological beds built to standards.  Biological beds in the production of organic coffee are little used,	Medium  10% of the producers (226) trained in this issue.  18 biological beds built to standards.  Biological beds in the production of organic coffee are little used,	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	from the bodies of water.			to each checklist.					because the products used do not pollute	because the products used do not pollute	
8	Train producers in the practice of cleaning and disposal of empty pesticide containers, according to the Guatemalan regulations NGO 44 086-98, Pesticides, packaging, triple washing and COGUANOR NGO 44 086	Technicians and promoters of ANACAFE, FEDECOCAGU A, AGEXPORT	Number of trained producers.  Number of producers implementing the practice.	Training Lists  Verification of practices in the field.	Quarterly	None,  Included in the training and technical assistance of the project.  No additional materials were required.	30/09/2016	In the production of organic coffee there is little waste from empty containers.	high  141 trained producers  1925 (85%) producers implement this practice	high  141 trained producers  1925 (85%) producers implement this practice	
9	Develop solid waste management practices with producers or producer groups. Such as, coordinate the	Technicians from ANACAFE, FEDECOCAGU A, AGEXPORT with coffee producing organizations	Number of producers trained in solid waste management practices.	Verification of the practice with the producer.	Quarterly	AGEXPORT:  \$ 14,000 for the implementation of a solid waste management	30/09/2016	Due to usage of agrochemicals is low for coffee cultivation, few	High  141 trained producers	High  141 trained producers	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	services of collection and disposal of containers (for example, collection of Agrequima where this service is available) or establish adequately designed pits for the disposal / burial of solid (inorganic) waste within the parcels. (Do not burn waste)					pilot program		producers implement the practice	1925 (85%) producers implement this practice	1925 (85%) producers implement this practice	
10	Train producers to establish barriers of native vegetation (such as grasses multiple use trees or shrubs) where there is, amid growing coffee and the banks of	Technicians from ANACAFE, FEDECOCAGU A, AGEXPORT with coffee producing organizations	Number of trained producers.	Verify in training records.	Annually	\$ 200 per organization	30/09/2016		Medium  89 new producers trained in establishing barriers with native	High  2264 producers trained in the establishment of barriers with native	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	streams, rivers and banks of other bodies of water, To capture the runoff of chemicals and nutrients. These barriers will have a width of at least 18 meters, according to the space available in the plot)								vegetation	vegetation	
11	Train promoters and producers in the design and implementation of soil conservation standards and practices (eg measures and spacings appropriate for soil conservation, according to soil type, soil depth and site slope).	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT	Number for promoters and trained producers.  Number of producers implementing adequate soil conservation measures.	Training Listings  Verification of practices in the field.	Annually, on a sample of producers	AGEXPORT: \$ 21,000 Implementation of coffee demonstration parcels	30/09/2016		high  246 new trained producers and implementing appropriate soil conservation measures	high  2264 trained producers and implementing appropriate soil conservation measures	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
12	During the renovation of plantations, keep the existing multiple shade trees.	Coffee producers, technicians, and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT.	Number of hectares where multi-use shade trees are conserved	Counting	Annually	None. (Incorporate in the monitoring of project activities)	30/09/2016		High  In the areas of coffee renovation, the existing shade trees are not dumped, this is a common cultural practice in the area of influence of the project.  For this period, they were renewed  236 hectares with conservation of multipurpose trees	high  The areas of coffee renovation do not throw away the existing shade trees, this is a common cultural practice in the area of influence of the project.  For this period, they were renewed  236 hectares with conservation of multipurpose	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
										trees	
13	Where applicable (depending on size / farm plan) to rotate the renovation of coffee parcels (in blocks or by rows / intercropped crops) to preserve permanent shade plants, which contribute to mitigate the alteration of the habitat of Coffee and avoid periods of unproductivity of young coffee plants on parcels	Coffee producers, technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT.	Renewal plans that reflect rotation when indicated.	Indicate the rotation schedule in the plantation renovation plan, where there is one.	Annually	None. (Incorporate in the monitoring of project activities)	30/09/2016		high  In three organizations, there is a plan for renovations of coffee plantations	high  In three organizations, there is a plan for renovations of coffee plantations	
14	Look for nurseries on flat sites or construct terraces and systems to control erosion when the terrain	Producers of coffee, with the technicians and promoters of ANACAFE, FEDECOCAGUA	Location and inclination of nurseries; Measures applied	Verify on site.	Once, after the establishment of nurseries	None. (Where erosion control costs are prohibitive, it is necessary to choose a	30/09/2016		high  94 producers have small coffee	high  94 producers have small coffee	





No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	is tilted <sup>1</sup> .	A, AGEXPORT.				different site).			nurseries that meet the characteristics to control erosion	nurseries that meet the characteristics to control erosion	
15	In the nurseries, install containers for the collection of solid waste (eg. reused boxes, buckets, or other containers for waste management), implement practices such as burial of waste (eg in pits).	Producers of coffee, with the technicians and promoters of ANACAFE, FEDECOCAGU A, AGEXPORT.	At least one garbage container or pit per nursery.	Verify on site.	Annually		30/09/2016		Medium  46 waste containers installed	Medium  46 waste containers installed	Implement garbage dumps in nurseries that do not have them
16	Train producers to diversify shade trees planted in their shade-grown agroforestry systems	Technicians from ANACAFE, FEDECOCAGU A, AGEXPORT	Number of trained producers	List of trained producers	Annually	None. Included in the technical assistance. Additional training \$ 200 per	30/09/2016		Medium  129 new producers trained in shade tree	high  2256 organic coffee producers trained in	Training will be continued to increase the effectiveness of the mitigation measure



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
						organization.			diversification	shade tree diversification	
17	Select and plant shade trees based on the altitude, aspect and soils of a given site.	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT, with coffee producers	Number of trees planted on site.	Create tree checklists based on altitude, soils, and slope orientation.  Fill out a checklist for renewal.	Annually	None	30/09/2016		high  In 7 organizations, there is an internal audit report which indicates the number of trees planted in each parcel.	high  In 7 organizations, there is an internal audit report which indicates the number of trees planted in each parcel.	
18	In the demonstrative parcels, promote the reconditioning of the wells or water absorption wells (waste water from the coffee) to avoid overflows or	Producers of coffee, with the technicians of ANACAFE, FEDECOCAGUA, AGEXPORT.	Refurbished absorption wells.	List of producers with reconditioned absorption wells	Annually, at the beginning of the production season.	\$ 600 per organization.	30/09/2016		high  In the organization, there are 1212 absorption wells of which 159	High  In the organization, there are 1212 absorption wells of which 159	Continue to recondition to the absorption wells where applicable



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	overflows thereof. This re-conditioning must be based on the volumes of water used and the specific characteristics of the site.								were reconditioned	were reconditioned	
19	Train producers to reuse residues from the wet processing process, such as pulp by incorporating organic fertilizer and preparing fertilizers.  Apply lime (calcium hydroxide) and biological agents (such as lombricompost) to the fertilizer to prevent odors	Technicians and promoters of ANACAFE, FEDECOCAGU A, AGEXPORT, with coffee producers	Number of piles of organic fertilizer prepared with coffee pulp, correctly implemented in the parcels.	Check in the field about a sample of parcels.	Annually	Included in technical assistance  Materials provided by the owners of the parcels.	30/09/2016		Medium  1228 people trained in organic fertilizers where the residues of the wet coffee mill are used  194 piles of organic fertilizer correctly	Medium  1228 people trained in organic fertilizers where the residues of the wet coffee mill are used  194 piles of organic fertilizer correctly	Continue the supervision of fertilizers that are implemented by the coffee producers



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	and the proliferation of flies; Applying it to the pulp of the coffee to stabilize the pH and promote the development of microorganisms that accelerate the reduction of organic material, so that the pulp can be reused as fertilizer.								implemented	implemented	
20	Locate manure compost heaps at least 20 meters away from water bodies and ensure that they are protected from rain and strong winds that are not located on plains prone to flooding and that runoff will not	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT, with coffee producers.	Number of compost piles correctly located with respect to their distance from bodies of water.	Create organic compost piles specifications checklists  Apply checklists for each	Quarterly	Included in technical support	30/09/2016		Medium  194 piles of organic compost correctly located relative to their distance from water	Medium  194 piles of organic compost correctly located relative to their distance from water	Continue the supervision of fertilizers that are implemented by the coffee producers



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	contaminate crops or Water for irrigation (eg where necessary, planting strips of vegetation to help capture potential runoff from compost piles).			parcel visited.					bodies.	bodies.	
21	Incorporate organic waste into regular compost and lombricompost systems. Earthworm containers must have solid bottoms and sides closed. Producers must be trained to handle earthworms, being diligent in monitoring their confinement so that they do not	Technicians and promoters of ANACAFE, FEDECOCAGUA, AGEXPORT, with coffee producers.	Number of producers trained using appropriate lombricompost containers	Training records	Quarterly	Implemented by the producer.  Included in the technical assistance.	30/09/2016		high  335 producers trained to prepare lombricompost with suitable containers  4 earthworms implemented in demonstratio	high  335 producers trained to prepare lombricompost with suitable containers  4 earthworms implemented in demonstratio	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	escape the environment.								n parcels	n parcels	
22	Train producers on occupational health and safety practices	Technicians of ANACAFE, FEDECOCAGU A and AGEXPORT	Number of trained producers implementing practices	Review the training lists and carry out field verification visits.	Annually	\$ 200 per organization	30/09/2016		Medium  141 producers of two organizations that have a trained collection center and implemented occupational health and safety practices	Medium  141 producers of two organizations that have a trained collection center and implemented occupational health and safety practices	Continue training on occupational health and safety issues in the 7 missing organizations
23	Develop a standard registration form of land usage of RVCP for each agricultural value chain.	ANACAFE, AGEXPORT, FEDECOCAGU A.	Validated report form, containing information on land usage collected in	Review reporting forms / data collection formats used by certified	Once	Included in the technical assistance.	30/09/2016		High  2336 georeferenced parcels with land usage	High  2336 georeferenced parcels with land usage	





No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
			the mid term	organizations.  Develop new forms with all implementing partners.					information	information	
24	Ensure that model parcels (master producers and parcels) reflect the complete and correct application of mitigation measures and best practices promoted by the project.	Technicians of ANACAFE, FEDECOCAGUA and AGEXPORT	Best practices modeled in each plot.  Best practice design element checklists per parcel	Create best practice checklists.  Verification in model parcels.	Quarterly	AGEXPORT: \$ 13,000 as part of the model parcel (Coffee)	30/09/2016		Medium  9 implemented parcels of adaptation to climate change	Medium  9 implemented parcels of adaptation to climate change	Model practices will continue to be promoted
25	Recruiting / developing producers teachers, both men and women,	Technicians of ANACAFE, FEDECOCAGUA and	Gender and age of producers teachers	Record information for producers	Commitment of teachers producers to develop their role,	AGEXPORT: Included in # 23	30/09/2016		High  81 trained	High  81 trained	



No.	Description of the Measure of Mitigation (Coffee)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	from different age groups (young, middle-aged, elderly)	AGEXPORT		teachers	manifested at the time of registration.				producers teachers of which 17 women (21%) and 67 men (79%)	producers teachers of which 17 women (21%) and 67 men (79%)	
26	Ensure that powered sprayer backpacks meet the standards of the Food and Agriculture Organization of the United Nations (FAO) <sup>1</sup> and incorporate practices <sup>2</sup> that protect human health and the environment in training in the use and maintenance of sprinklers of motorized pesticides.	ANACAFE, FEDECOCAGU A	Standard checklists for sprayer /brand purchase.  Producers who purchased sprayers were trained. Check training records against sprayers receipts.	Check according to standards.  Check training records based on sprayer receipts.	Before receiving motorized sprayers.	ANACAFE: Included in the technical assistance.	30/09/2016		Not applicable for RVCP-AGEXPORT chains	Not applicable for RVCP-AGEXPORT chains	

<sup>1</sup> <http://www.fao.org/docrep/006/Y2752S/Y2752S00.htm>

<sup>2</sup> Practices include: Equipment calibration, determination of the adequate application rate, pressure, and speed movement, determination of the quantity of chemicals to be used and the safe application of pesticides. More information on these practices can be found in the African Small Scale Agriculture Guidelines, Chapter 13, p.34-40 <http://www.encapafrica.org/sectors/saferpesticides.htm> and at APHIS USDA Job Hazard Analysis: [https://www.aphis.usda.gov/emergency\\_response/downloads/health/JHA%2020%20Application%20of%20pesticides-herbicides%20by%20Hand%20apparatu.pdf](https://www.aphis.usda.gov/emergency_response/downloads/health/JHA%2020%20Application%20of%20pesticides-herbicides%20by%20Hand%20apparatu.pdf)



**USAID**  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TONICAPÁN Y QUETZALTENANGO



### III.C. Chart of Evaluation, monitoring, and environmental follow-up of Cardamom (Chart 3)

<b>Type of Project:</b>	Agricultural production directed to cardamom production	
<b>Name of the Project:</b>	RVCP	
<b>Implementing Organism:</b>	AGEXPORT	
<b>Name of the location:</b>	Quiché	
<b>Size of the project:</b>	1,623 hectares de cardamom (21 organizations of cardamom producers)	
<b>Closer Communities:</b>		
<b>Senior Manager of the Project:</b>	Iván Buitrón, Director	<b>Monitor:</b> Julio Domínguez
<b>Monitoring period:</b>	2015-2016	<b>Monitoring Date:</b> 30/09/2016

No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
1	Update all pesticides and integrated pest management (IPM) training and support materials to adhere to the findings of the pesticide assessment and Safe Use Action Plan for	Technicians of AGEXPORT and SCI	Updated Training Guides / Plans	Checklist	Once for each set of guides / training materials	\$400 per organization	30/10/2016		PERSUAP for cardamom cultivation has not yet been approved by USAID	It promotes crop management under good agricultural practices adjusted to the needs of cardamom cultivation, as well as integrated pest	At the moment of meeting the USAID-approved PERSUAP for cardamom, the mitigation measure will be carried out



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	Cardamom (until specific cardamom PERSUAP is approved, the project will not promote pesticides with cardamom producers, but will continue to promote Good Management Practices (GMPs), Good Agricultural Practices (GAPs), Integrated Pest Management (IPM) and organic production practices.									management using cultural methods and good agricultural practice cardamom	and socializing with the producing organizations.
2	Train cardamom growers in MIP and recommended	Técnicos de AGEXPORT Y SCI	# Of trained producers implementing IPM /	List of training of the technician	Quarterly reports	\$ 200 per organization	30/10/2016		High	High Although we do not have	At the moment of meeting the USAID-



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	pesticides in PERSUAP and safe pesticide usage. (Until specific PERSUAP for cardamom is approved, the project will not promote pesticides with cardamom producers.) However, it will continue to promote Good Management Practices (GMPs), Good Agricultural Practices (GAPs), Integrated Pest Management) and organic production practices).		organic production practices	on PERSUAP or usage and safe handling of pesticides to producers.					851 trained cardamom producers implement integrated pest management practices  1870 cardamom producers implement organic production practices	an updated PERSUAP, we have reached:  851 trained cardamom producers and implement integrated pest management practices  1870 cardamom producers implement organic production practices	approved PERSUAP for cardamom, the mitigation measure will be carried out and socializing with the producing organizations.



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
3	Train producers in the use of Personal Protective Equipment (PPE) while using pesticides. (When an official PPE outfit is not available, identify with producers' ways to adapt common items such as PPE, including plastic lining to cover the torso and plastic bottles for face protection, etc.)	Técnicos y promotores de AGEXPORT y SCI	Number of producers trained and using PPE	Review of training and verification records in the field	Quarterly	\$ 200 per organization	30/10/2016	As a crop that is managed 100% organic, the use of PPE only reaches 60% of the producers	High 412 trained producers and correctly using personal protective equipment (PPE)	High 412 trained producers and correctly using personal protective equipment (PPE)	Carry out more training to raise awareness of cardamom producers on the usage of PPE
4	Train associations to promote and communicate permitted product listings, set out in the	Technical and promoters of AGEXPORT and SCI with the producer groups	Number of associations / groups of producers trained	Compare pesticide lists provided with products in use	Annual	\$ 50 per organization (once)	30/10/2016		Although PERSUAP for the cultivation of cardamom has not yet been approved, it promotes crop	Although PERSUAP for the cultivation of cardamom has not yet been	



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	PERSUAP								management under good agricultural practices adjusted to the needs of cardamom and organic cultivation, as well as, integrated pest management using cultural methods	approved, it promotes crop management under good agricultural practices adjusted to the needs of cardamom and organic cultivation, as well as, integrated pest management using cultural methods	
5	Build on the demonstration parcels and train producers on the correct and complete construction and use of pesticide mixing zones	Technicians and promoters of AGEXPORT with organizations of cardamom producers.  Technicians of	# Of trained producers  # Of biological beds built to	Develop checklists according to standards  Verify in parcels, if construction complies	Quarterly	\$ 200 per organization  \$ 100 per demonstrative biological bed	30/10/2016		High  1138 cardamom producers trained in the correct and complete	High  1138 cardamom producers trained in the correct and	





No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	and biological beds (Biodeps). Ensure the supply of water to wash and rinse the spray equipment, that the protective walls are built and are located at a correct distance from the bodies of water	SCI	standards	with standards according to each checklist					construction and use of pesticide mixing zones and biological beds (Biodeps).  4 biological beds have been implemented in demonstrative parcels of master producers	complete construction and use of pesticide mixing zones and biological beds (Biodeps).  4 biological beds have been implemented in demonstrative parcels of master producers	
6	Develop solid waste management practices with producers or producer groups. Such as, coordinate the services of	Technicians and promoters of AGEXPORT with organizations of cardamom producers.  Technicians of	Number of producers trained in solid waste management practices.	Verification of the practice with the producer.	Quarterly	\$ 300 per organization	30/10/2016	.	High  1112 cardamom producers trained in solid waste management practices.	High  1112 cardamom producers trained in solid waste management	At present the management of cardamom is done with cultural methods,



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	collection and disposal of containers (for example, collection of Agrequima where this service is available) or establish adequately designed pits for the disposal / burial of solid (inorganic) waste within the parcels. (Do not burn waste)	SCI								practices.	no chemical products are used for nutrition and protection of crops
7	Where applicable, provide producers with lists of approved pesticides in the new PERSUAP for cardamom	AGEXPORT and SCI technicians	List of pesticides approved per organization	Check reception	For each period of application of pesticides	\$\$ Cost of pesticides \$ 25 per organization	30/10/2016	.	Although PERSUAP for the cultivation of cardamom has not yet been approved, it promotes crop management under good agricultural	Although PERSUAP for the cultivation of cardamom has not yet been approved, it promotes crop	



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
									practices adjusted to the needs of cardamom and organic cultivation, as well as integrated pest management using cultural methods	management under good agricultural practices adjusted to the needs of cardamom and organic cultivation, as well as integrated pest management using cultural methods	
8	Select and plant shade trees according to altitude, slope orientation and soils of each specific site.	Producers of cardamom and technicians of AGEXPORT and SCI	Number of trees planted in the site; Site altitude, soils and slope orientation	Create tree checklists based on altitude, soils, and slope orientation.  Fill reforestation	For each reforestation; quarterly	None	30/10/2016		Medium  581 trained cardamom producers.  80% of the parcels of the producers conserve shade trees with an average of 7	Medium  581 trained cardamom producers.  80% of the parcels of the producers conserve shade trees	Verify the number of trees planted according to the site; Site altitude, soils and slope orientation



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
				checklist					years of age.	with an average of 7 years of age.	
9	Train people in charge of cardamom dryers on, occupational health and safety practices	AGEXPORT and SCI technicians	Number of trained producers implementing practices	Review the training lists and carry out field verification visits.	Field workshop / visit	For each Occupational Health and Safety Plan  At least annually  \$ 200 per organization	30/10/2016		High  422 people trained among staff handling dryers and cardamom producers in health and occupational safety practices	High  422 people trained among staff handling dryers and cardamom producers in health and occupational safety practices	
10	Promote only native tree species to be used for reforestation	Cardamom producers and AGEXPORT technicians  SCI Technicians	# Of producers participating in reforestation with native species	List of participants in reforestation with native species	Annually	None.  Included in technical support	30/10/2016		high  805 producers reforested 573 hectares with native species	high  805 producers reforested 573 hectares with native species	
11	Place nurseries on flat sites or	Producers / associations of	Location and inclination of	Register and verify on site	Al momento de la	Included in technical	30/10/2016		high  5 nurseries built	high  5 nurseries	



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	construct terraces and systems to control erosion when the terrain is tilted.	cardamom producers, with the technicians and promoters of AGEXPORT	nurseries; Measures applied		construcción del vivero	support			on flat sites.  There are no eroded nursery areas	built on flat sites.  There are no eroded nursery areas	
12	In the nurseries, install containers for the collection of solid waste (for collection and transportation to another appropriate waste management site) or waste burial practices (e.g. in garbage dumps).	Producers / associations of cardamom producers, with the technicians and promoters of AGEXPORT	At least one garbage container or pit of burial of garbage per nursery	verify on site	Annually	None  (Reuse existing containers or boxes where the waste will be collected and transported to another appropriate disposal site)	30/10/2016		High  The 5 nurseries have garbage dumps for the collection of solid waste	High  The 5 nurseries have garbage dumps for the collection of solid waste	
13	Train producers with energy plantations in planting management	Technicians of AGEXPORT	# Of trained producers with energy plantations  # Of producers	Develop a checklist of good practices of plantation	Annually	\$ 35,000  All cardamom producer organizations	30/10/2016		High  1477 producers trained in energy	High  1477 producers trained in	The management will be carried out to request



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	and low-impact harvesting practices to minimize effects on surrounding soil and water, trees, or habitats, and reduce risks to human health and personal injury.  Such as pruning, proper collection of dead wood and fallen wood, and when necessary, selective cutting and directed logging. (Link with CNCG implementers on guidance and training)		with written / illustrated guides on good harvesting practices  # Of producers implementing good plantation management practices	management  Develop written guide to good practices for harvesting fuelwood		will include the implementation of nurseries and technical assistance to identify areas of planting and their monitoring			plantation issues  598 cardamom producers implementing energetic forest parcels  879 cardamom producers implement good plantation management practices	energy plantation issues  598 cardamom producers implementing energetic forest parcels  879 cardamom producers implement good plantation management practices	to INAB the guide for the handling of forest plantations



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
14	Energy plantations will be planted only on abandoned agricultural or grazing land (hence not established forests).  Energy plantations will not be planted in riparian areas (areas along riverbanks or bodies of water) (within 20 m on either side of the stream bank) or in wetlands	Producers of cardamom with AGEXPORT technicians	Location and # of square meters of abandoned land (unused)  Location and # of square meters of energy plantations	Check parcels / sketches of parcels, locations and their characteristics  Verified on the parcels	Prior to and during planting	None  The location of the plantations will not generate additional costs.  Included in # 13.	30/10/2016		The area in energetic plantations is 73,000 square meters (73 hectares)	The area in energetic plantations is 73,000 square meters (73 hectares)	The locations will be raised of the abandoned land where the planting of energy plantations
15	Develop a standard RVC project land use registration form for each agricultural	AGEXPORT and SCI	Validated report form, containing information on land usage collected in	Review reporting forms / data collection formats used by certified organization	Once	Included in technical assistance.	30/10/2016		High  721 parcels of geo producers positioned with information on current land	High  721 parcels of geo-producers positioned with	Continue with the geo-positioning of the parcels





No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	value chain.		the medium term	s.  Develop new forms with all implementing partners.					usage	information on current land usage	
16	Recruiting / developing farm teachers, male and female, from different age groups (e.g. youth, middle age, older people)	Technicians and promoters of AGEXPORT	Gender and age of agricultural teachers	Registry of information for producers' teachers	Commitment of agricultural teachers to develop their role	Included in #17	30/10/2016		Medium  5 producers trained as expert producers, of whom 4 are men and 1 is a woman	Medium  5 producers trained as expert producers, of whom 4 are men and 1 is a woman	
17	Ensure that model parcels (master producers and parcels) and demonstration sites on climate change reflect the complete and correct application of mitigation	Technicians and promoters of AGEXPORT	Best practices modeled in each parcel.  Best practice design element checklists per parcel	Create best practice checklists for design criteria  Verification in model parcels  Include	Quarterly	\$ 15,000 project Parcels Model (Cardamom)	30/10/2016		High  5 model parcels of producers with best practice elements of parcels.  Practices verified through checklists	High  5 model parcels of producers with best practice elements of parcels.  Practices verified	



No.	Description of the Measure of Mitigation (Cardamom)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
	measures and best practices promoted by the project.			photos in field visit reports						through checklists	



**USAID**  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO



### III.C. Chart of Evaluation, monitoring, and environmental follow-up of Crafts (Chart 3)

**Type of Project:** Agricultural production directed to Crafts production

**Name of the Project:** Chains of Component VI

**Implementing Organism:**

AGEXPORT

**Name of the location:** Municipalities of the department Totonicapán, Quetzaltenango y Quiché

**Size of the project:** 30 organizations producers of crafts

**Closer Communities:** Quiché, Totonicapán y Quetzaltenango

**Senior Manager of the Project:** Ivan Buitrón COP **Monitor:** Julio Domínguez

**Monitoring period:** 2015 - 2016 **Monitoring Date:** 30/09/2016

No.	Description of the Measure of Mitigation (Crafts)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
1	Train artisan organizations to verify whether raw materials meet market requirements, are legal and non-toxic	Artisan organizations, technicians of COMART and ARTEXCO	# Of trained organizations	Training Lists	Annually	\$ 2,000 per organization	30/09/2016		High  30 organizations trained in quality matters of raw materials	High  30 organizations trained in quality matters of raw materials	To train a greater number of producing partners for knowledge of market raw materials



No.	Description of the Measure of Mitigation (Crafts)	Responsible Party for the implementation and monitoring of mitigation measures	Monitoring Methods			Estimated costs of implementation of mitigation and monitoring measures	Results			Accumulated	Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation		
									326 artisans who make decisions on the purchase of raw materials were trained	326 artisans who make decisions on the purchase of raw materials were trained	requirements
2	Train artisans in occupational health and safety practices as identified in plans	Technicians of COMART y ARTEXCO	# Of trained artisans implementing the practices	Visits to workshops	For each occupational health and safety plan	\$ 2,000 per organization	30/09/2016		High  329 members of the boards and trained artisan partners implemented occupational health and safety practices	High  329 members of the boards and trained artisan partners implemented occupational health and safety practices	To train a greater number of producing partners for knowledge of occupational health and safety practices (organizations that have centralized workshops)



**USAID**  
DEL PUEBLO DE LOS ESTADOS  
UNIDOS DE AMÉRICA

**CADENAS DE  
VALOR RURALES**  
QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO



### **III.C. Chart of Evaluation, monitoring, and environmental follow-up to Nutritional and Food Security SAN (Chart 3)**

<b>Tipo de Proyecto:</b>	Seguridad Alimentaria y Nutricional SAN		
<b>Nombre del Proyecto:</b>	Encadenamientos de Componente C1		
<b>Organismo Implementador:</b>	AGEXPORT		
<b>Nombre de la Locación:</b>	Municipios de departamentos de Totonicapán, Quetzaltenango y Quiché		
<b>Tamaño del Proyecto:</b>	30 organizaciones		
<b>Comunidades Cercanas:</b>	Quiché, Totonicapán y Quetzaltenango		
<b>Gerente Senior del Proyecto:</b>	Ivan Buitrón COP	<b>Persona que monitorea:</b>	Julio Domínguez
<b>Período de Monitoreo:</b>	2015 - 2016	<b>Fecha de Monitoreo:</b>	30/09/2016

No.	Description of the Measure of Mitigation	Responsible Party for the implementation and monitoring of mitigation measures	Métodos de monitoreo			Estimated costs of implementation of mitigation and monitoring measures	Resultados				Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation	Accumulated	
1	Train families on organic pesticides and integrated pest management practices for pest control in home orchards, based on the project's	Technicians and promoters of AGEXPORT / FUNCAFE	# Of trained families  # Of families using organic pesticides	Training reports  Verify on households	Quarterly	\$ 4,000	30/09/2016		High  879 trained families on organic pesticides and integrated pest management	High  879 trained families on organic pesticides and integrated pest management practices for pest	



No.	Description of the Measure of Mitigation	Responsible Party for the implementation and monitoring of mitigation measures	Métodos de monitoreo			Estimated costs of implementation of mitigation and monitoring measures	Resultados				Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation	Accumulated	
	PERSUAP								practices for pest control in home orchards	control in home orchards	
2	Train families on safe pesticide usage practices, based on the project's PERSUAP, when using pesticides	Technicians of AGEXPORT / FUNCAFE	# Of producers and families trained	Training list  Verification of practices with producers	Quarterly	\$ 4,000	30/09/2016		High  771 producers and families trained on safe pesticide usage practices, based on the project PERSUAP	High  1051 producers and families trained on safe pesticide usage practices, based on the project PERSUAP	
3	Apply soil conservation practices based on soil slope: sowing on contour planted terraces, or living or dead barriers (when available, locate family orchards on low slopes, less than 12%)	Families participating in SAN, with the technicians and promoters of AGEXPORT / FUNCAFE	Pending in the home orchards  Erosion control practices according to slope	Verify on parcels	At the time of the construction of the home orchards (when applicable or annually)		30/09/2016		High  1537 orchards with practices of soil erosion control according to slope	High  1537 orchards with practices of soil erosion control according to slope	
4	Train families in efficient irrigation practices (e.g. irrigation schedules, how to repair leaks, and maintenance and cleaning of the	Technicians and promoters of AGEXPORT / FUNCAFE	# Of trained families	Verify the lists of training and implementation of home gardens	Quarterly	\$4,000	30/09/2016		High  657 families trained in efficient irrigation	High  1500 families trained in efficient irrigation practices	



No.	Description of the Measure of Mitigation	Responsible Party for the implementation and monitoring of mitigation measures	Métodos de monitoreo			Estimated costs of implementation of mitigation and monitoring measures	Resultados				Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation	Accumulated	
	pipeline)								practices		
5	Train families in demonstrative sites on good practices for rainwater harvesting: such as collecting rainwater from metal roofs that are not rusted and have no branches covering it, and containers of water that keep clean of debris, mosquitoes and other insects	Technicians and promoters of AGEXPORT / FUNCAFE	# Of families trained with rainwater harvesting systems	Check the condition of roofs	During the design of the system and annually (at the beginning of the rainy season)	\$ 2,000			High  576 families trained with rainwater harvesting systems	High  576 families trained with rainwater harvesting systems	
6	To train on soil conservation practices in the home orchards, including zero or minimum tillage techniques and incorporating compost to improve soil moisture	Families participating in SAN, with the technicians and promoters of AGEXPORT / FUNCAFE	# Of families applying soil conservation techniques	Verify the home orchards	Quarterly	Included in technical assistance			High  738 families applying soil conservation techniques	High  1018 families applying soil conservation techniques	
7	Ubicar las pilas de preparación de abono orgánico a por lo menos 20 metros de distancia de cuerpos de agua y asegurar que estén protegidas de la	Families participating in SAN, with the technicians and promoters of AGEXPORT / FUNCAFE	# de metros entre las pilas de abono y los cuerpos de agua  # pilas de abono	Verificar en las parcelas  Incluir fotos en los	Quarterly	Included in technical assistance			High  176 orchards have fertilizers, 100% compost piles with the correct distance in terms of	High  176 orchards have fertilizers, 100% compost piles with the correct distance in terms of	





No.	Description of the Measure of Mitigation	Responsible Party for the implementation and monitoring of mitigation measures	Métodos de monitoreo			Estimated costs of implementation of mitigation and monitoring measures	Resultados				Recommended Adjustments
			Indicators of implementation and effectiveness	Methods	Periodicity		Monitoring Dates	Found Problems	Effectiveness of Mitigation	Accumulated	
	lluvia y vientos fuertes, que no estén ubicadas en planicies propensas a inundarse y que la escorrentía no contaminará los cultivos o el agua para irrigación (por ejemplo, donde sea necesario, sembrar franjas de vegetación para ayudar a capturar potenciales escorrentías de las pilas de abono).		protegidas contra los elementos y de las escorrentías	informes					bodies of water	of bodies of water	